



PR/159322 | Business Development (Executive / Manager)

募集職種

人材紹介会社

ジェイエイシーリクルートメントマレーシア

求人ID

1551957

業種

アミューズメント・エンターテインメント

雇用形態

正社員

勤務地

マレーシア

給与

経験考慮の上、応相談

更新日

2025年07月15日 10:21

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Company and Job Overview

Our client is a leading entertainment company specializing in providing unique and engaging musical experiences for their customers. They are seeking a dynamic individual for a Business Development role, with the title varying between Executive and Manager depending on experience. The successful candidate will be responsible for the entire process of opening new retail locations.

The main office is located in Semantan (Kuala Lumpur), and this role requires frequent travel, especially for client meetings and overseeing the opening of new stores.

Job Responsibilities

- Identify and Evaluate New Store Locations: Conduct thorough research on potential properties for new stores, negotiate terms, and establish strong relationships with property owners in shopping malls and house shops.
- Lead Facility Negotiations: Act as the primary contact for all negotiations related to store facilities, coordinating closely with relevant departments to ensure smooth operations.
- Obtain Necessary Licenses: Manage negotiations and interactions with various authorities to secure required licenses, with a preference for candidates who have relevant experience.

- **Oversee Post-Opening Communications:** Handle all negotiations and communications with government offices, police, contractors, and other entities following the opening of new stores.
- **Manage Property-Related Tasks:** Oversee hostel management, including negotiating with property owners, handling renewals, sourcing new properties, and carrying out special assignments as directed by top management. This includes reviewing contracts, managing renewals, and resolving disputes in collaboration with relevant departments.

Job Requirements

- **Minimum of Two Years of Relevant Experience:** Demonstrated success and experience in the aforementioned responsibilities.
- **Excellent Negotiation and Task Management Skills:** Proficient in negotiating terms and managing tasks effectively.
- **To be considered for this role, the relevant rights to work in Malaysia are required.** Candidates who require work pass need not apply.

#LI-JACMY

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会社説明