



PR/123501 | Senior Business Development 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 インドネシア

求人ID

1572944

業種

小売

雇用形態

正社員

勤務地

インドネシア

給与

経験考慮の上、応相談

更新日

2026年02月17日 12:01

応募必要条件

職務経験

6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

無し

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

Job Responsibilities:

- Develop and execute strategies to expand the **retail footprint and increase store count**.
- Identify and evaluate potential store locations based on market research, demographics, and business viability.
- Negotiate lease agreements and maintain strong relationships with landlords, property developers, and real estate agents.
- Conduct feasibility studies and ROI analysis for new store openings.
- Collaborate with cross-functional teams (Operations, Finance, Marketing) to ensure successful store launches.
- Monitor market trends and competitor activities to identify growth opportunities.
- Prepare and present business development reports and expansion plans to senior management.

Job Qualifications:

- Bachelor's degree in Business, Marketing, or related field (MBA is a plus).
- Minimum **8+ years of experience** in business development, retail expansion, or real estate acquisition.
- Proven track record of successfully opening and scaling retail locations.
- Strong negotiation and stakeholder management skills.
- Excellent analytical and strategic thinking abilities.
- Ability to thrive in a fast-paced, dynamic environment.
- Familiarity with retail market trends and property regulations.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明