



JAC Recruitment

インドネシアの求人なら  
JAC Recruitment Indonesia

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