



PR/160212 | Franchise Manager / Key Account Manager (Hybrid & Flexible Hours)

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

1580490

業種

小売

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

2026年06月09日 02:00

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

A multinational retail company is looking for a Franchise/Key Account Manager to manage the company's key clients (franchisee) to maximize profitability and customer satisfaction, through understanding clients' business needs, building strong relationships, and driving growth through tailored solutions, cross-selling, and up-selling. They practise hybrid working arrangements with flexible working hours.

Job Description

- Account Strategy & Planning: Develop annual account plans with sales targets, KPIs, and long-term growth strategies for franchise partners.
- Franchise Relationship Management: Build strong relationships with franchisee stakeholders and conduct regular business reviews to assess performance and identify opportunities.
- Revenue Growth & Solution Proposals: Analyze franchisees' challenges, propose tailored solutions, and drive cross-sell and up-sell initiatives to increase revenue.

- **Contract & Risk Management:** Lead contract negotiations, oversee renewals, and proactively manage commercial and operational risks.
- **Cross-Functional Collaboration:** Work with Sales, Marketing, Product, Customer Success, Operations, and Finance teams to coordinate solutions and resolve escalations efficiently.
- **Performance Monitoring & Reporting:** Track revenue trends, KPIs, profitability, and product usage; prepare performance insights and reports for senior management.

Job Requirements

- 5 - 10 years of B2B sales/key account management, franchise management, retail operations or relevant experience.
- Experience dealing with top management of corporate clients or business owners.
- Strong strategic thinking and account planning capabilities.
- Excellent communication, negotiation, and presentation skills.
- Strong problem-solving and requirements-definition abilities.
- Proficiency with Excel, CRM tools, and BI systems for data analysis.
- Ability to manage and collaborate across cross-functional projects.

#LI-JACMY

#stateKL

#countrymalaysia

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会社説明