



PR/160794 | Branch Manager – Kota Kinabalu, Sabah

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

1602378

業種

その他（メーカー）

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08月25日 02:00

応募必要条件

職務経験

10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

Key Responsibilities:

Business & Sales Management

- Lead and manage overall business operations in Sabah.
- Achieve annual sales, revenue, and profitability targets.
- Develop and execute sales strategies to increase market share.
- Identify new business opportunities and key accounts.
- Maintain strong relationships with contractors, developers, and industry stakeholders.
- Monitor competitor activities and market trends.

Branch Operations Management:

- Oversee daily branch operations and ensure efficient business processes.
- Manage branch budget and operational expenses.
- Monitor branch performance and implement continuous improvement initiatives.
- Ensure compliance with company policies and procedures.

Financial Management:

- Responsible for branch Profit & Loss (P&L).
- Monitor revenue, gross profit, expenses, and cash collection.
- Ensure healthy financial performance and sustainable business growth.

Team Leadership:

- Lead and develop approximately 25 employees in Sabah.
- Supervise:
 - 3 Sales Executives based in Kota Kinabalu
 - 1 Sales Executive based in Lahad Datu
 - Service/Technical Team
- Accounts and Administration Staff
- Set KPIs and conduct performance reviews.
- Provide coaching, mentoring, and succession planning.

Customer Relationship Management:

- Build long-term relationships with key customers.
- Handle major customer negotiations and escalations.
- Ensure high levels of customer satisfaction and retention.

Requirements:

- Diploma, Bachelor's Degree, or equivalent qualification in Business, Marketing, Engineering, or related field.
- Minimum 8–10 years of sales and management experience.
- At least 3–5 years in a leadership or branch management role.
- Experience in: Construction machinery, Heavy equipment, Machinery leasing, Industrial equipment sales, Proven experience managing sales teams and branch operations.
- Strong leadership and people management skills.
- Proven track record in sales and business development.
- Experience managing branch P&L and operational performance.
- Strong negotiation and customer relationship management skills.
- Strategic thinking and problem-solving capabilities.
- Excellent communication and presentation skills.

Preferred Qualifications:

- Established network within the construction and heavy equipment industry will be an advantage.
- Familiarity with Sabah market dynamics is preferred.

#LI-JACMY

#Countrymalaysia

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会社説明