



マレーシアの求人なら
JAC Recruitment Malaysia

PR/160975 | General Manager - Beauty Distribution

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

1609336

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08月25日 11:03

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

COMPANY OVERVIEW

A leading beauty distribution company is seeking a **General Manager** to lead and drive the overall business operations, commercial performance, and strategic growth of its beauty portfolio in Malaysia. This role will be responsible for full P&L ownership, managing principal brand relationships, driving omnichannel sales growth, overseeing retail and distribution operations, and leading cross-functional teams. The successful candidate will play a key role in shaping business strategy, strengthening market presence, accelerating digital growth, and ensuring operational excellence across all functions. Experience within the beauty, cosmetics, skincare, luxury retail, FMCG, or distribution industry is highly preferred.

JOB RESPONSIBILITIES

Strategic Leadership & P&L Ownership

- Formulate and execute long-term commercial business plans to drive market share and profitability.
- Assume full ownership of the country P&L, including budget allocation, cost control, and margin optimization.
- Review financial performance regularly and implement corrective actions to meet EBIT targets.

Brand & Principal Management

- Act as the primary local custodian and liaison for global beauty brand principals.
- Align local marketing, commercial launch calendars, and visual merchandising with global brand guidelines.
- Negotiate distribution agreements, commercial terms, and exclusive brand representations.

Omnichannel Commercial Execution

- Drive sales and penetration across departmental stores, beauty chains (e.g., Watsons, Guardians, Sephora), and independent retailers.
- Accelerate digital growth by managing e-commerce channels (e.g., Shopee Mall, Lazada, TikTok Shop, brand dot-coms).
- Strategize and approve trade marketing activities, promotional budgets, and listing fee investments.

Supply Chain & Regulatory Compliance

- Oversee demand planning and forecasting to ensure optimal inventory turnover and prevent stockouts.
- Minimize write-offs by managing expired, near-expiry, or slow-moving cosmetic inventory.
- Partner with regulatory teams to guarantee 100% compliance with local health authorities and product registration laws.

Team Capability Building

- Lead, mentor, and upskill department heads across Sales, Marketing, Supply Chain, and Finance.
- Foster a high-performance culture by establishing clear KPIs and performance management systems.

REQUIREMENTS & QUALIFICATIONS

- Education: Bachelor's degree in Business, Marketing, or a related field (MBA is an advantage).
- Experience: 8–10+ years of commercial management experience within the beauty, luxury retail, or FMCG distribution industry.
- Proven Track Record: At least 3–5 years in a senior leadership or P&L-holding role (e.g., Country Manager, GM, or Business Unit Head).
- Industry Acumen: Strong existing relationships with local retail mall managements, key pharmacy chains, and major e-commerce platforms.
- Skills: Excellent negotiation, financial literacy, and data-driven problem-solving capabilities.

#LI-JACMY

#countrymalaysia

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会社説明