

PR/161281 | Division Manager / Head of Sales

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
1621119

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11月03日 10:45

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
流暢レベル

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

About the Company
Our client is a well-established Malaysian health and wellness company specializing in innovative lifestyle and wellness products designed to promote healthier and more comfortable living. With more than 20 years of industry heritage and a growing nationwide presence, the company serves consumers through an extensive retail network, roadshows, e-commerce platforms, and commercial partnership channels. The organization is recognized for combining wellness expertise with modern technology to deliver high-quality products and exceptional customer experiences across Malaysia.

Responsibilities

- We are looking for a results-driven Sales Manager with strong retail leadership, commercial acumen, and a passion for developing people and growing the business.
- Develop and execute sales strategies to expand market reach, identify new business opportunities, and drive sustainable revenue growth.
- Build and lead a dedicated sales team from the ground up, including recruitment, training, coaching, and performance

management to achieve business objectives.

- Monitor sales results, address performance gaps, and guide team members toward continuous improvement.
- Ensure compliance with company policies, maintain service and operational standards, and recommend improvements to enhance efficiency.
- Maintain effective communication between management and outlet teams, gather staff feedback, and foster a positive, accountable working culture.
- Identify, explore, and establish new sales channels beyond the company's existing retail outlets to access new markets and create additional revenue streams.
- Identify potential business partners, develop strategic partnerships, negotiate commercial agreements, and convert business opportunities into profitable sales channels.
- Prepare business proposals, sales forecasts, and performance reports, providing management with regular updates on business development progress, market opportunities, and growth strategies.
- Perform any ad hoc duties assigned by Management.

Requirements

- Diploma or equivalent qualification in a relevant field is an added advantage.
- Minimum 5 years of experience in retail sales or business development, including at least 3 years in a managerial role.
- Proven track record in sales growth, business development, or establishing profitable sales channels.
- Experience in recruiting, developing, and leading retail sales teams.
- Strong commercial acumen, leadership, communication, and negotiation skills.
- Experience in big-ticket retail or consumer durables, such as massage chairs, wellness equipment, furniture, electronics, or home appliances, is highly preferred.
- Fluent in English and Bahasa Malaysia; Mandarin and/or Cantonese is an advantage.

#LI-JACMY
#countrymalaysia

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.

Privacy Policy Link: https://www.jac-recruitment.my/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.my/terms-of-use

会社説明