

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17日 10:00

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
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

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会社説明