



## **Agensi Pekerjaan Career & You Sdn Bhd**

Career & U is an established Executive Search Company with superior track record for our existing portfolio of clients. Our existing portfolio of clientele, comprising a large number of companies (both local and multinationals), several of whom have been with us for many years.

As an Executive Search Company registered with Malaysia Ministry of Human Resources, Career & U has been providing services to multinationals and local corporates on a nationwide and regional basis. Our Executive Search team was borne out of years of experience in the recruitment field and inspired by a genuine desire to constantly improve our level of service to a growing number of clients. We search and identify quality candidates according to our clients' criteria and place such candidates on a temporary, permanent and contract basis with our clients.

Our client, a foreign company that operates a chain of retail stores, is currently seeking candidates for the following position. This is a senior position and the successful candidate will be appointed as General Manager.

### **GENERAL MANAGER - Retail Operations** (Selangor)

#### **Responsibilities:**

- To oversee the entire retail team & businesses
- To plan and strategize retail sales & marketing activities, short and long terms business development cum sales plans.
- Build strategic relationships with suppliers and customers
- Identify and recommend opportunity for improvement in terms of productivity and sales performance to corporate office
- Transform, take lead and drive the business strategies plans to the staff

#### **Requirements:**

- A Bachelor's Degree, Post Graduate Diploma or Professional Degree in any field.
- Solid experience with min of 7 yrs in senior management position with exposure to change management, team building and staff motivation.

- Experience in retail industry and or fast moving consumer goods.
- Strong organizational and planning skills.
- Ability to motivate and inspire a large team.
- Advanced negotiation skills and ability to achieve results through diplomacy.
- Ability to build and maintain relations with business areas supported and continuous feedback through stringent follow-up on service level agreements.
- Flexibility and strong leader with excellent negotiation skills, well developed written and oral communication and good interpersonal skills.
- Resourceful, proactive and hands-on in displaying outstanding leadership qualities befitting this senior position.