



Mitsubishi Motors Malaysia Sdn Bhd is the official distributor of Mitsubishi Motors vehicles in Malaysia. As one of Malaysia's leading automotive company, Mitsubishi Motors Malaysia is committed to produce and sell vehicles that are technologically advanced, high in quality, performance, safety and comfort.

We invite suitable talented individuals who are result-oriented, fast-paced, committed, and can work as a team to join us as:

Retail Sales Manager (Sabah)– Retail Sales (based in Shah Alam)

Manage the regional dealer sales operation and provide market insights to support strategic decisions and expand Mitsubishi Motors' market share.

Responsibilities:

- Oversee dealer outlet sales operations to achieve sales targets, market share goals, and KPI.
- Participate in regional DIMC planning and ensure quality control across dealer outlets.
- Monitor and coordinate with Corporate Fleet Department to ensure effective fleet arrangement in respective region.
- Equip sales teams with strong product knowledge and effective soft skills to enhance deal closure rates.
- Ensure dealers maintain adequate stock levels to support business operation.
- Enforce outlets compliance with Mitsubishi Motors Malaysia (MMM) standards and Dealer Operating Standards (DOS) to deliver an exceptional customer experience.
- Provide latest market information including competitor activity, regulatory updates (JPJ, PUSPAKOM), banking trends, and government policies—to support strategic decision-making.

Requirements:

- Bachelor's degree in a relevant field
- Minimum 2–3 years of experience in the automotive industry
- Proven leadership, communication, and problem-solving abilities
- Preferably experienced in managing dealer networks

Interested applicants are invited to write-in, fax or email a detailed resume stating qualifications and experience, current and expected salary together with a recent passport-sized photograph to :