



**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:

## **MANAGER – CORPORATE FLEET DEPARTMENT (based in Shah Alam)**

This position plays a key role in managing and optimizing fleet operations with a strategic focus on enhancing the customer experience throughout the after-sales journey.

### **Responsibilities:**

#### **Sales Coordination**

- Collaborate with internal teams and dealers to achieve fleet volume targets while ensuring smooth vehicle delivery and post-sales support.
- Act as the primary liaison for corporate fleet customers after the point of sale.
- Develop and maintain strong relationships with fleet managers, procurement teams, and key decision-makers.

#### **Customer Experience Management**

- Monitor customer satisfaction levels and implement initiatives to enhance service quality.
- Coordinate with after-sales teams, service centers, and dealers to ensure timely support and effective issue resolution.

#### **Synergy & Team Development**

- Provide tailored support to dealer fleet teams to drive performance and continuous improvement.
- Lead and coach team members to enhance their competencies and effectiveness.
- Deliver relevant training programs for fleet customers to improve product understanding and engagement.
- Ensure synergy across division and department by involving in decision making for sales planning, stock management, product development, marketing event.

### **Requirements:**

- Bachelor's degree in Business Administration or a related field.
- Minimum of 5 years' working experience across any industry, with preference given to candidates from automotive operations.
- Solid understanding of automotive operations and business management principles.
- Strong communication and presentation skills.

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:

**Human Capital Management Department**  
Mitsubishi Motors Malaysia Sdn. Bhd. (680028-M)  
Level 6, Building A, Dataran PHB, Saujana Resort, Seksyen U2  
40150 Shah Alam, Selangor Darul Ehsan  
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