



**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 – ORDER PLANNING & MARKET INTELLIGENCE (based in Shah Alam)**

Sales Planning Department (SPD) is responsible for sales promotion strategies, inventory and order management, and market intelligence. This role specifically focuses on developing inventory and order plans, perform demand forecasting, and conducting monthly reviews and updates through market and sales data analysis. By aligning sales, inventory, production, and ordering in an integrated manner, the role supports company operational efficiency and drives company profitability.

### **Responsibilities:**

#### **1. Inventory and Order Planning**

- Supporting company strategic objectives into order planning including coordination and negotiations with OEM partners.
- Responsible for annual and monthly sales volume planning in collaboration with the Sales Division, incorporating market trends and forecasts.
- Propose vehicle orders and production volumes based on the registration plan ensuring an optimal stock supply to support registration volume targets
- Conduct scenario-based simulations (upside/downside) on ordering and production plans to support decision making under varying market conditions.
- Engage and communicate order planning updates and recommendations to Management and relevant departments for approval and execution.

#### **2. Market Intelligence**

- Responsible for analysis and reporting of market and competitor data to provide actionable insights for strategic and operational decisions.
- Analyze sales performance drivers covering dealer performance volume, customer demographics, and bank loan utilization for decision making.
- Continuously monitor macroeconomic indicators, consumer sentiment and preferences, purchasing power/affordability, and competitive moves to assess impacts on the automotive market,
- Develop market forecasts by segment, brand, model, and region using historical and current sales data to support sales planning and company direction.
- Leverage advanced tools such as Excel functions and Power BI dashboards to analyze market trends, monitor inventory, and present insights to management.

### **Human Capital Management Department**

Mitsubishi Motors Malaysia Sdn. Bhd. (680028-M)  
Level 6, Building A, Dataran PHB, Saujana Resort, Seksyen U2  
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**Requirements:**

- Strong analytical, data interpretation skills, scenario planning and communication skills.
- Experience with demand forecasting and scenario-based planning.
- Ability to conduct monthly reviews and adjust plans based on performance.
- Continuous learning mindset and adaptability.
- Bachelor's degree in Business, Supply Chain Management, Data Analytics, or related field.
- 3+ years of experience in demand planning, market analysis, or data analytics.
- Strong proficiency in Microsoft Excel and Power BI, or any data visualization tools.
- Knowledge of automotive industry trends is an advantage

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:

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