



**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 and committed to join us as:

## **ASSISTANT MANAGER/ MANAGER - Dealer Development (based in Shah Alam)**

The Assistant Manager/Manager, Dealer Development is responsible for planning and expanding the dealer network, ensuring Body & Paint (B&P) workshop compliance, and overseeing new dealer appointments, relocations, and closures. The role manages investor evaluation, outlet setup, DSSA renewals, and market analysis to support strategic network growth aligned with the company's sales and service objectives.

### **Key Responsibilities**

- Plan, implement, and ensure compliance of Body & Paint (B&P) workshops according to newly established guidelines and network expansion plans.
- Review, standardize, and update B&P manuals, visual identity, and outlet facility specifications.
- Plan, study, and execute dealer network expansion, including appointment of new dealers and relocation of outlets in line with company sales strategy.
- Source, evaluate, and engage potential investors, including feasibility and locality studies for new dealer proposals.
- Supervise and monitor new dealer outlet setup, ensuring progress aligns with approved plans and timelines.
- Coordinate closure or discontinuation of non-performing dealers with minimal customer disruption.
- Review and execute Dealer Sales & Service Agreements (DSSA), renewals, and ensure bank guarantees comply with company guidelines and local regulations.
- Conduct periodic competitor and market analysis to support network planning and strategic decision-making.

### **Requirements**

- Degree in Business Administration, Accounting, Marketing, Engineering, or equivalent
- Minimum 5 years' relevant working experience in the automotive industry or related fields.
- Proven exposure to dealership development, network expansion, or related functions.
- Strong communication and analytical skills.
- Negotiation and influencing skills, particularly when dealing with dealers, business partners, and internal stakeholders.
- Positive, proactive, and results-driven mindset.
- Ability to plan, monitor, and execute multiple projects with cross-functional stakeholders.
- Communication and presentation skills training.
- Business analysis and reporting-related training.

#### **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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Interested applicants are invited to write-in, fax or email a detailed resume stating qualifications with a recent passport-sized photograph to:

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