



**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:

## **REGIONAL SALES MANAGER – RETAIL SALES (based in Shah Alam)**

The Regional Sales Manager (Retail Sales) is responsible for driving regional sales performance, dealer operations, and fleet activities to achieve sales and market share targets. The role ensures effective dealer management, strong customer buying experience, and market intelligence reporting while supporting business growth and alignment with company direction.

### **Responsibilities:**

#### **A. Sales Performance Management**

- Achieve regional sales volume and market share targets for Triton and Xpander.
- Monitor dealer outlet sales performance and special sales targets.
- Support sales planning and execution to meet business objectives.

#### **B. DIMC Management**

- Support implementation of dealer DIMC plans across assigned regions.
- Monitor DIMC quality and KPI achievement at dealer outlets.
- Maintain strong engagement with Dealer Sales Management teams.

#### **C. Fleet Sales Coordination**

- Monitor dealer fleet planning and meeting arrangements.
- Coordinate with Corporate Fleet Department for fleet activities.
- Support achievement of regional fleet sales targets.

#### **D. Dealer Management & Operations**

- Ensure dealer outlets implement DOS for best customer buying experience.
- Support dealer sales capability through product knowledge and soft skills enhancement.
- Monitor dealer operational and financial performance while aligning with MMM direction.

#### **E. Market Information & Reporting**

- Gather and share market intelligence, competitor activities, and industry updates.
- Monitor market trends, policies, and external factors affecting sales operations.
- Provide reports and insights to support management decision-making.

### **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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**Requirements:**

- Minimum Bachelor's Degree in related fields.
- Preferably with minimum 2-3 years of working experience in sales or dealer management.
- Ability to communicate in Mandarin will be considered an added advantage.
- Proven leadership, communication, and problem-solving abilities.
- Strong influencing and negotiation skills.
- Experience in managing dealer networks and retail sales operations.
- Strong understanding of sales performance monitoring and market analysis.

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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