



**Malaysian-German Chamber
of Commerce and Industry**
Deutsch-Malaysische
Industrie- und Handelskammer

Jobseeker Profile

Looking for Job as (Job designation + Industry – multiple possible):

Job designation:

Business Development Team Lead,
Strategy Team Lead,
Project Lead / Manager

Industries:

Automotive, retail, logistics, consulting, medical tech, FMCG

Looking for a Job in (City/Country – multiple possible):

Kuala Lumpur or Penang (MY)
Singapore (SG)

Education (Degree + (optional) University):

Master in International Management (M.Sc.)

NEOMA Business School, Rouen FR
ESB Business School, Reutlingen DE

Bachelor in International Business (B.Sc.) - Major: Marketing & Strategy

ESB Business School, Reutlingen DE
Hanyang University, Seoul KR

Work Experience:

>2.5 years of international business development experience (team lead)
>3 years of transaction advisory experience (financial & commercial due diligence)

Supported countries through various business stages, including hyper-growth (>450% operational footprint), efficiency optimization (>2.5x output per FTE), and road to profitability (>50% cost reduction)

Skills:

- Driving strategic business development initiatives across Europe
- Leading performance management, cost controlling/ budget planning, and compliance initiatives
- Managing operational rollouts and defining the scope of key tech features enhancing performance of retail organisation in cooperation with relevant product/tech, HQ, and countries
- Defining performance standards, action plans, and KPIs and ensuring target reach
- Conceptualising and implementing monitoring and training processes, ensuring full compliance across organisation under consideration of country differences
- Preparing historical performance and budget reports
- Conducting industry and company research utilising online tools and publicly available information
- Preparing competitor benchmarks by analysing industry reports and interviewing industry experts.



**Malaysian-German Chamber
of Commerce and Industry**
Deutsch-Malaysische
Industrie- und Handelskammer

Software:

MS Office Suite: Excellent (in particular Excel & PowerPoint)
Google Suite: Excellent
Asana: Excellent
Slack: Excellent

Language Skills:

German: Native
English: Fluent
French: Basic
Spanish: Basic

Other Certificates:

n.a.

Nationality:

German

Work Permit:

Employment Pass needed
Flexible with the possible job start date

What you think a potential employer should know about you:

Having lived in Malaysia for 3 years and being married to a Malaysian, I certainly call Malaysia my second home. After spending the last 6 years building our professional careers in Germany, we intend to eventually move back to Malaysia hence the motivation to gain valuable working experience in Malaysia as well as other key countries in South-East Asia.