

# General Manager



## Company description:

M9 Public Co., Ltd.'s 21st Century Vision is "To be the best distributor for promoting customer living standards by offering high quality and modern products, together with great customer service, and the commitment to building the knowledge of all staff."

Previously, our company focus mainly on Mobile Phones and Consumer Electronics, importing, retailing and distribution spread out through the whole country.

M9 Public Co., Ltd. was established with the great purpose in 2012, started with the great partners who share the same passion in Electronics and Mobile industry, across the whole country.

## Job description

### MAIN RESPONSIBILITIES

Formulating policies, coordinating business operations, staffing, managing operating costs, generating customer service, administration, engagement with internal/external individuals, monitoring financial activities and taxation, identifying business opportunities, budgetary control and related duties included.

### ROLE AND RESPONSIBILITIES

- ❖ Overseeing daily business operations
- ❖ Setting and implementing of distribution strategies and system to be full line distribution and 100% distribution.
- ❖ Developing & implementing growth strategies
- ❖ Staffing, Training & Development, Remuneration, Compensation & Benefits strategic implementation
- ❖ Enhancing budgetary control, controlling lost & damages and improving company's revenue
- ❖ Analyzing Accounting & Finance's data and interpretation of them to Sr. Management.
- ❖ Enhancing productivity and reducing excessive workload/ burnout
- ❖ Managing staff KPI and their incentive scheme

- ❖ Ensuring Warehouse's delivery of goods, and Service affairs; Sales Return Cases are done efficiently and effectively
- ❖ Generating Pricing, PSI Control, incentive scheme of dealers and procuring as per SKU and managing import affairs
- ❖ Ensuring achieving target achievements
- ❖ Researching on upcoming opportunities
- ❖ Generating business reports and presentations to BOD
- ❖ Managing and performing related duties as necessary.
- ❖ Building and cultivating strong relationships with respective individuals.

## Desired Skills and Expertise

### Skill Requirements

- ❖ Master's degree in business administration or relation field.
- ❖ Previous experience in sales and education, technical skill.
- ❖ A senior leadership role in all functional department.
- ❖ Demonstrated ability to develop and implement successful strategic plan.
- ❖ Deep understanding of financial strategies & finance-related performance metrics.
- ❖ Strong aptitude verbal and written communication, presentation
- ❖ Strong aptitude relationship development
- ❖ In-depth knowledge of best practices management and governance.
- ❖ Ensure that company adhere to ethical practice.
- ❖ Hiring and training employees.
- ❖ Maintaining relationships with clients
- ❖ Enhance the organization's image and meet overall growth objectives.

## Language skills

- ❖ English (Pre-intermediate) and Myanmar (Excellent/ Native speaker)

## Work location

- ❖ State/District: Yangon (Rangoon)

## More information

- ❖ Job Category: Sales & Business Development jobs
- ❖ Company Industry: Trading
- ❖ Employment Type: Other
- ❖ Full time: YES

