https://www.ocunapse.com/job/2178/

Job Posting

General Manager

Hiring organization
Ocunapse Sdn Bhd

Employment Type
Full-time

Date posted
March 18, 2026

Description

We are seeking a motivated and hands-on General Manager to lead and grow our mid-sized IT solutions business. This role offers the opportunity to shape strategy, drive sales, and oversee operations in a dynamic technology environment. The successful candidate will be rewarded with a **performance-based bonus structure** in addition to the base salary.

Responsibilities

1. **Business & Operations**
   - Manage day-to-day operations, ensuring efficient delivery of IT solutions.
   - Support business growth by identifying opportunities and streamlining operational processes.
   - Monitor key performance metrics and improve internal workflows.
2. **Sales & Revenue Support**
   - Drive business development and support sales strategy execution.
   - Maintain relationships with key clients and participate in strategic deal closures.
   - Mentor sales and operational teams to achieve company targets.
3. **Leadership & Team Development**
   - Lead a small, cross-functional team of department heads and key staff.
   - Foster a collaborative, accountable, and high-performance culture.
   - Support talent development and succession planning.
4. **Client & Stakeholder Engagement**
   - Represent Ocunapse in client meetings, presentations, and strategic discussions.
   - Ensure customer satisfaction through strong delivery and relationship management.

Qualifications

- Bachelor’s degree in Business, IT, Engineering, or related field (MBA is a plus).
- **5+ years in senior management or operational leadership** in IT / technology services.
- Proven track record in enterprise B2B sales.
- Experience leading sales teams in SI, SaaS, or consulting firms.
- History of meeting or exceeding revenue targets.

Job Benefits

- Salary commensurate with experience end skillset