



JAC Recruitment

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Vietnam



PR/094813 | Business Development Manager

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1539332

Industry

Retail

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

May 13th, 2025 10:39

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

Representative office of a leading global textile manufacturer for the garment and fashion industry. Operating in Vietnam, the office supports business development, supply chain coordination, and brand collaboration across Southeast Asia.

JOB RESPONSIBILITIES

Regional Business Development & Commercial Support:

- Identify and develop new customer relationships and product applications in Vietnam and Southeast Asia.
- Promote local manufacturing capabilities, including spinning and dyeing facilities, to international brands and partners.

- Support communication and coordination between local partners and global sales teams.
- Assist customers in integrating wool yarns into their collections and production lines.
- Promote the company's sustainability and innovation initiatives to stakeholders.
- Work closely with brand liaison offices, merchandisers, and retailers in Vietnam.
- Coordinate internal supply chain tasks including production planning and claims handling.
- Explore business development opportunities in neighbouring ASEAN markets.
- Report to Global Sales Managers and collaborate with production and sales departments globally.

JOB REQUIREMENTS

- Degree: University graduate, preferably in Business, Textiles, Marketing, or related fields.
- Experience: At least 5 years of working experience in textile/garment industry; international business experience is a strong advantage.
- Language: Fluency in English is required; additional language skills (Chinese, Korean, Japanese) are a plus.
- Strong commercial sense and ability to build relationships with global and local stakeholders.
- Excellent communication, organizational, and problem-solving skills.
- Willingness to travel frequently across the region.
- Location: Based in Vietnam (remote)

BENEFITS

- Working time: 8 hours/day, Monday to Friday.
- Salary: negotiable
- 13th-month bonus and performance-based incentives.
- Additional health and accident insurance (for employee and dependents, where applicable).
- 24 days/year of full-paid leave for leadership level.
- Full coverage under Vietnam Labor Law: social, health, and unemployment insurance.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACVN

Company Description