



## PR/095003 | Senior Sales B2B - Japanese Speaking

### Job Information

**Recruiter**

JAC Recruitment Vietnam Co., Ltd

**Job ID**

1552383

**Industry**

Bank, Trust Bank

**Job Type**

Permanent Full-time

**Location**

Vietnam

**Salary**

Negotiable, based on experience

**Refreshed**

July 22nd, 2025 10:06

### 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 and Job Overview

JAC's client is a consulting company, looking for a Senior Sales B2B - Japanese Speaking position.

**Location:** Ho Chi Minh City

#### Job Responsibilities:

- Handle inbound inquiries and operate at the crossroads of Japanese and Vietnamese business cultures, delivering consultative guidance.
- Develop and nurture strong relationships with senior stakeholders, including directors and executive leaders.
- Facilitate client consultations to uncover business needs and recommend tailored solutions.

- Act as a bridge between Japanese clients and internal teams, ensuring clear communication and high-quality service delivery.
- Attend client meetings and represent the company at formal networking functions.
- Support the strategic growth of the Japanese client portfolio and contribute to plans for future team development.

**Job Requirements:**

- Holds a Bachelor's degree in Business Administration, International Relations, or a closely related discipline.
- Has at least 5 years of experience in consulting or B2B service sales, ideally in non-tangible product sectors; candidates with over 10 years of relevant experience are strongly preferred.
- Possesses native-level Japanese proficiency or equivalent to JLPT N1, both spoken and written.
- Proven ability to build rapport and conduct meaningful conversations with clients.
- Previous experience working with Japanese companies or within a Japanese corporate setting is highly advantageous.
- Male candidates are preferred due to cultural considerations related to client interaction.
- Age ideally in the mid to late 30s to match the seniority level of key client contacts.
- High potential for promotion into a management position as the company expands.

#LI-JACVN

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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## Company Description