



PR/095277 | SALES EXECUTIVE for a reputable Japanese IT company

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1562401

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

November 18th, 2025 07:00

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

LOCATION

Hanoi

COMPANY OVERVIEW

A fast-growing Japanese IT consulting and software development company.

JOB RESPONSIBILITIES

- Develop new business opportunities with local Vietnamese companies
- Propose and sell offshore development and SaaS solutions
- Understand client needs and provide optimal IT proposals
- Manage negotiations, contracts, and project coordination
- Prepare proposals, monitor sales progress, and report results

JOB REQUIREMENTS

- Japanese national with 2+ years of B2B sales experience in Vietnam

- Basic knowledge of IT/software industry and proven local sales record
- Able to communicate in Japanese (JLPT N2) and English
- Experience in SaaS/Cloud/Web solutions is a strong plus
- Self-driven, strategic, and adaptable in a multicultural environment

BENEFITS

- Salary: Negotiable depending candidate's experience
- Attractive incentives, salary review & bonus twice a year
- Full benefits: 100% probation pay, 14+ leave days, health & social insurance

#LI-JACVN

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Company Description