



PR/095418 | BNPL - Sales Executive & Partnership

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1568071

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

January 6th, 2026 08:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

JAC's client, a Japanese fintech company in HCMC, is looking for a Sales Executive & Partnership

Job Responsibilities

- Perform market research and competitor analysis to support business planning, forecasting, and go-to-market strategies.
- Handle the full sales cycle from generating leads to activating merchants while coordinating with internal teams (outreach, meetings, proposals, negotiation, closing, and system integration).
- Act as the main account manager for key merchant partners.
- Track merchant and user performance and suggest marketing actions to enhance usage, satisfaction, and retention.
- Review operational and performance data to refine sales processes and enhance internal workflows.

- Gather structured insights from merchants and the broader market to help drive product enhancements and improvements.

Job Requirements

- At least 2 years of experience in sales or business development
- A strong results-driven mindset with a high sense of ownership and accountability.
- A growth-oriented attitude open to feedback, eager to take on new challenges, and committed to ongoing self-improvement.
- Strong ability to self-learn through hands-on practice, reflection, and minimal supervision.
- Solid logical reasoning, critical thinking, and clear documentation skills.
- Adaptability and comfort working in a fast-paced, constantly evolving environment.
- Fluency in both English and Vietnamese, in both spoken and written communication.
- Ability to commit to the company on a long-term basis and grow with the team.

Nice to have

- Experience in new market development or merchant acquisition, particularly in managing the full sales cycle with KPIs from lead generation and outreach to negotiation and closing.
- Familiarity with end-to-end sales processes and achieving performance targets throughout the funnel.
- Knowledge of Fintech, Startups, or SaaS platforms is an advantage for effectively understanding the business context.
- Project management experience, including planning, scheduling, and executing tasks to ensure project progress and success.

Interested applicants, click **APPLY NOW**
#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.

Privacy Policy Link: <https://www.jac-recruitment.vn/privacy-policy>
Terms and Conditions Link: <https://www.jac-recruitment.vn/terms-of-use>

Company Description