



PR/095495 | Business Development

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1572243

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

February 24th, 2026 05:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Basic

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

A dynamic organization in the financial services sector, focused on delivering innovative solutions to listed companies and fostering strong partnerships across the capital markets.

Job Responsibilities

- Identify and connect with potential clients, including companies listed on HOSE, HNX, Upcom, and OTC markets.
- Present and promote the company's app, products, and services to prospective clients.
- Analyze client needs and propose tailored solutions.
- Build and maintain strong relationships with corporate clients.
- Provide post-sales support and address client feedback promptly.
- Proactively seek new business opportunities and market trends.
- Prepare and deliver regular reports on business progress, client needs, and market insights to senior management.
- Gather and assess client requirements to recommend suitable products.
- Collaborate with senior management to propose new service packages.
- Work closely with the product development team to create solutions that meet client expectations.

- Research and analyze competitor offerings to identify market gaps and opportunities.

Job Requirements

- Minimum of 4 years of experience in finance or securities.
- Strong network with executives of listed companies is a significant advantage.
- Proven experience in selling media and consulting services to listed companies.
- Excellent communication, negotiation, and problem-solving skills.
- Ability to work under high pressure.
- Integrity, diligence, and a proactive mindset.

Benefits

- Competitive salary up to 40,000,000 VND + allowances + commission.
- Professional and collaborative working environment.
- Opportunities for career growth

Due to the volume of applications, only shortlisted candidates will be contacted. Thank you for your interest.
#LI-JACVN

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Company Description