



## PR/095584 | General Manager - Strategy / Corporate Planning

### Job Information

**Recruiter**

JAC Recruitment Vietnam Co., Ltd

**Job ID**

1577524

**Industry**

Civil Engineering and Construction

**Job Type**

Permanent Full-time

**Location**

Vietnam

**Salary**

Negotiable, based on experience

**Refreshed**

March 24th, 2026 10:01

### General Requirements

**Minimum Experience Level**

Over 10 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**

Our client is an international multinational corporation (MNC) with a strong and established presence in Vietnam.

The General Manager is a key strategic partner to the Managing Director, responsible for shaping business strategy, driving execution of critical initiatives, and strengthening core internal functions to support sustainable growth.

This role is designed for a commercially minded, execution focused leader who can bridge strategy and implementation, while operating effectively within a complex MNC environment.

**Job Responsibilities**

- Strategic Market & Business Leadership
- Lead market research, industry analysis, and competitive intelligence to identify market gaps, growth platforms, and strategic opportunities.
- Translate insights into clear business strategies, investment proposals, and growth initiatives aligned with regional and global direction.
- Act as a strategic advisor to the General Manager on market entry, portfolio optimization, and long term business planning.

**Strategy Execution & Enterprise Projects**

- Own and orchestrate the execution of strategic priorities, acting as a de facto project sponsor / program lead for cross functional initiatives.
- Drive alignment across business units and functions to ensure strategies are delivered with pace, discipline, and measurable outcomes.
- Establish governance, performance tracking, and escalation mechanisms to ensure execution excellence.

**Organizational Effectiveness & Internal Enablement**

- Partner with function heads to strengthen core support functions (Finance, Purchasing, HR) to meet growing business demands.
- Improve decision making, cost management, resource allocation, and organizational capability through structural and process enhancements.
- Promote a performance driven culture with strong accountability, collaboration, and continuous improvement.

**Job Requirements**

- Bachelor's degree in Business, Economics, Finance, Engineering, or related discipline; MBA or equivalent preferred.
- 10–20 years of progressive leadership experience, ideally within MNCs or complex corporate environments.
- Proven track record in strategy formulation, market analysis, and execution leadership.
- Strong commercial acumen with the ability to operate at both strategic and enterprise levels.
- Experience working closely with senior leadership and influencing across functions without direct authority.
- Excellent communication and stakeholder management skills; fluent English required.

#LI-JACVN

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**Company Description**