



PR/095098 | IT Sales / BD Manager

## Job Information

**Recruiter**

JAC Recruitment Vietnam Co., Ltd

**Job ID**

1580495

**Industry**

Digital Marketing

**Job Type**

Permanent Full-time

**Location**

Vietnam

**Salary**

Negotiable, based on experience

**Refreshed**

May 12th, 2026 03:00

## 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

**Sales Manager**

Location: Hanoi

**Company overview**

A world's first mobile location-based media platform (mLBM), revolutionizing advertising by turning public Wi-Fi into a powerful media channel.

**Key Responsibilities**

- Build, grow, and manage business relationships with media agencies (resellers), both domestic and global.
- Develop a structured framework to support agency partners throughout their business journey

- Elevate brand presence and reputation within the marketing industry.
- (Optional) Contribute to platform development, UI/UX design, service packaging, and automation processes.
- (Optional) Participate in global expansion initiatives.

### Candidate Requirements

- Bachelor's degree in Business, Marketing, Communications, or related fields.
- Minimum 3 years of experience in advertising/media, with at least 2 years in sales team leadership or high-standard business development.
- Young, driven, and systematic in approach—with a strong desire for breakthrough growth.
- Logical thinker with strong analytical and presentation skills tailored to different client profiles.
- Excellent communication, training, and negotiation skills.
- Deep understanding of agency operations, consultative sales models, and brand budgeting processes.
- Open to candidates for Sales Director level.

### Benefits

- Attractive Salary
- Total Income: Based on KPI achievement; uncapped earning potential.
- Includes lunch and phone allowances, performance bonuses (monthly, OKRs, 13th-month salary), and potential P&L-based profit sharing.
- ESOP (Employee Stock Ownership Plan) available.
- Premium health insurance for you and one family member.
- Business travel and client entertainment expenses covered per company policy.

Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#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