



PR/095781 | [IT] Senior Sales Executive

## Job Information

**Recruiter**

JAC Recruitment Vietnam Co., Ltd

**Job ID**

1594927

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Vietnam

**Salary**

Negotiable, based on experience

**Refreshed**

June 2nd, 2026 11:05

## General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

None

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

## Job Description

**Location**

Hanoi City, Vietnam

## Company Overview

A fast-growing technology services provider delivering high-quality software development and IT outsourcing solutions to global clients.

## Job Responsibilities

- Identify, approach, and expand new business opportunities within software development and IT services.

- Take ownership of the full sales cycle, from initial outreach and requirement understanding to proposal development, commercial negotiation, contract finalization, and post-deal relationship management.
- Coordinate closely with technical, delivery, and marketing teams to shape solutions aligned with client needs.
- Build long-term partnerships with enterprise-level B2B customers based on trust and consistent value delivery.
- Monitor market movements, industry trends, and competitor activities to support customer acquisition strategies.
- Prepare and present regular updates on sales performance, opportunity pipeline, and revenue outcomes to senior sales leadership.

### Job Requirements

- Bachelor's degree in Business, Economics, Information Technology, or a relevant discipline.
- At least 3–5 years of experience in business development or sales roles within IT, software, or outsourcing environments.
- Solid understanding of software delivery models, outsourcing practices, and offshore development concepts.
- Strong communication, presentation, and negotiation skills; proficiency in English and/or Japanese is highly preferred.
- Existing connections or client networks in the IT or software sector are an advantage.
- Self-driven mindset with strong ownership, accountability, and a results-focused approach.

### Benefits

- Attractive and competitive salary with a comprehensive rewards package. Performance-based incentives tied to project and revenue achievements.
- Salary review and bonus evaluations conducted twice annually, full salary paid during probation period.
- Flexible working hours supporting work–life balance.
- Premium healthcare insurance coverage for employees.
- Regular team activities and annual company trips.
- Dedicated benefits and support policies for female employees.
- Modern equipment and comfortable open-office working environment.
- Ongoing professional training, skill development programs, and language courses.

**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