



PR/095781 | [IT] Senior Sales Executive

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1597164

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

June 16th, 2026 10:29

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