



PR/095946 | Sales & Business Development

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1599203

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

August 23rd, 2026 14:00

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

Location: Hanoi

Department: Sales & Marketing

Report to: Department Manager

Key Responsibilities

Sales & Business Development

- Act as key contact, manage & develop customer relationships / Key Accounts.
- Identify new business opportunities, expand market coverage.
- Collaborate với Headquarter & Toshiba Group để phát triển projects & partnerships.
- Own sales targets và develop project pipeline (TPL/MTP).

- Gather customer insights (operations, outage, repair/upgrade plans).
- Promote solutions: Retrofit/Upgrade, Asset Management, Digital Transformation, Carbon Neutral.
- Support scope definition, budget estimation, RSPL.
- Conduct project review (GO/NO-GO, BID/NO-BID), pricing & risk analysis.
- Lead proposal, commercial terms, contract negotiation.
- Organize seminars/workshops/customer visits.
- Handover project to Technical team after contract signing.
- Manage business partners & coordinate customer financial evaluation.

Project Execution & Contract Support

- Support Technical team during execution, act as sales focal point.
- Handle quotation & Variation Order negotiation.
- Follow up customer payments.

Procurement Support

- Prepare Purchase Requisition (PR) for simple parts.
- Submit Order Confirmation.

Other tasks as assigned.

Requirements

- ~10+ years experience in Sales/BD (energy / power plant).
- Strong sales-oriented mindset (not engineering-focused).
- Fluent English (Japanese is a plus).
- Strong negotiation, communication, customer-oriented skills.
- Understanding of Vietnam energy market & market analysis ability.
- Good analytical & reporting skills, able to deliver sales pitches.

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Company Description