



PR/096004 | Business Strategy and Operations Leader

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1599240

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:03

General Requirements

Minimum Experience Level

Over 6 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

Company and Job Overview

JAC's client, a company in the human resources industry is hiring for a Business Strategy and Operations Leader position.

Job Responsibilities

- Lead the development of new business initiatives by identifying market needs and validating business hypotheses in the Vietnam market
- Design and execute sales strategies, including defining target segments and creating effective approaches to reach them
- Drive initiatives from concept to revenue generation through continuous cycles of hypothesis, execution, validation, and refinement
- Build and enhance organizational structures that ensure both compliance and operational efficiency
- Plan and manage company-wide HR systems and operational improvement initiatives

- Identify organizational challenges and implement corrective actions, including coordination with external partners and legal considerations

Job Requirements

- Proficiency in Japanese at a level sufficient to lead meetings effectively (equivalent to JLPT N2 or higher)
- Proven experience independently launching new business initiatives from the ground up with a strong sense of ownership
- Hands-on experience managing the full hypothesis-driven cycle of planning, execution, validation, and improvement
- Practical knowledge and experience in the HR field, such as recruitment agency, HR consulting, or corporate HR leadership roles
- Experience in scaling business operations or expanding established business models is preferred
- Experience building and executing sales strategies in the Vietnam market is advantageous
- Understanding of HR compliance, including labor law, taxation, and social insurance, is a plus
- Ability to interpret and manage business performance through financial metrics such as profit and loss and balance sheets

Interested applicants, click **APPLY NOW**

#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.

Privacy Policy Link: <https://www.jac-recruitment.vn/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.vn/terms-of-use>

Company Description