

PR/096006 | [Hanoi] Leasing Manager

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1599242

Industry
Real Estate Brokerage, Management

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
November 14th, 2026 00:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Location
Hanoi

Company and Job Overview
A reputable international real estate developer and investor with strong presence across multiple asset classes in Asia and globally.

Job Responsibilities

- Develop and expand relationships with prospective tenants, while maintaining long-term partnerships with existing clients and brokerage networks
- Lead leasing discussions, including commercial terms negotiation, contract structuring, and renewal arrangements
- Work closely with tenants on fit-out timelines and coordinate effectively with internal property management teams
- Gather tenant feedback and proactively recommend improvements to enhance leasing performance and customer experience
- Assist in setting annual leasing plans, including rental budgets, pricing strategies, and revenue forecasts
- Support promotional and marketing initiatives to increase asset visibility and occupancy
- Conduct regular market intelligence analysis covering pricing trends, supply-demand dynamics, and competitor benchmarking
- Prepare periodic leasing performance reports for senior management
- Ensure all leasing activities comply with internal approval processes and guidelines
- Travel domestically when required for business development or project-related purposes
- Handle additional tasks assigned by management as needed

Job Requirements

- Bachelor’s degree in Real Estate, Business Administration, Marketing, or a related discipline
- Minimum 5 years of experience in leasing within the real estate sector, including at least 3 years focused on ready-built warehouse or industrial assets in Vietnam
- Solid understanding of market trends combined with strong connections within tenant, agency, and brokerage communities
- Proficiency in both Vietnamese and English communication; additional language skills (e.g., Chinese) are an advantage
- Strong negotiation, presentation, and stakeholder management capabilities

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

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Company Description