

PR/096065 | BD Manager (Renewable)

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1603097

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 01:00

General Requirements

Minimum Experience Level
Over 10 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

Business Development Manager (Renewable Energy)

Location:Hanoi, Vietnam

Key Responsibilities

- Identify and develop new business opportunities in renewable energy, including wind, solar, and energy storage projects.
- Build and maintain relationships with developers, investors, government authorities, and other key stakeholders.
- Conduct market research, competitor analysis, and monitor regulatory developments.
- Support project screening, due diligence, commercial discussions, and partnership negotiations.

- Coordinate with internal and external stakeholders throughout project development.
- Prepare market reports, business proposals, presentations, and pipeline updates for management.

Requirements

- Bachelor's degree in Business, Engineering, Energy, Economics, Finance, or a related field.
- 8-15 years of experience in business development, project development, investment, or strategic partnerships.
- Strong experience in renewable energy, power, infrastructure, or related industries.
- Experience working in multinational or foreign-invested companies is preferred.
- Proven ability to engage and negotiate with senior executives and key stakeholders.
- Strong analytical, communication, and stakeholder management skills.
- Business-level English proficiency.
- Self-motivated and able to work independently in a dynamic environment.

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Company Description