



PR/096073 | Country Manager

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1604960

Industry

Other

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 13:00

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

Company and Job Overview

Our client is an international technology and consulting organization focused on delivering data-driven solutions and strategic initiatives in collaboration with government, institutional, and commercial stakeholders across the region.

Job Responsibilities

- Lead and expand the company's business presence and strategic initiatives in Vietnam.
- Establish and maintain relationships with government authorities, public organizations, international institutions, industry partners, and other key stakeholders.
- Initiate and drive strategic partnerships, cooperation frameworks, and engagement activities to support market development.
Represent the organization at senior-level meetings, forums, industry events, and stakeholder discussions.
- Identify opportunities for pilot programs, collaborative projects, and new initiatives aligned with the company's long-

term objectives.

- Build local networks and foster collaboration among public, private, and institutional partners.
- Support participation in government-led, donor-funded, and international development projects where appropriate.
- Work closely with global and regional teams to develop and execute country growth strategies.
- Strengthen the local operating platform and identify new business opportunities for future expansion.
- Provide strategic updates, market insights, and recommendations to senior leadership.

Job Requirements

- Proven experience in a senior leadership role such as Country Manager, General Manager, Business Development Director, Government Relations Director, or equivalent.
- Strong track record of working with government agencies, public sector organizations, development agencies, or international institutions.
- Demonstrated ability to develop strategic partnerships and manage complex stakeholder relationships.
- Experience driving cross-functional projects and business development initiatives in a regional or international environment.
- Background in areas such as public affairs, sustainability, infrastructure, technology, consulting, international development, or related sectors is advantageous.
- Strong commercial awareness and capability to establish long-term business foundations in emerging markets.
- Excellent communication, negotiation, and stakeholder management skills.
- Self-driven, strategic thinker with the ability to operate independently in a highly autonomous role.
- Fluent business-level English and Vietnamese

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Company Description