



PR/096179 | Business Development Manager

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1609373

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Australia

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 11:06

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

JAC's client is a leading importer and distributor of premium meat products, supplying manufacturers, retailers, distributors, and foodservice customers across Vietnam. The company is focused on delivering quality products, reliable supply, and sustainable business growth.

RESPONSIBILITIES

- Develop and execute sales and business development strategies to increase market share and drive growth of imported meat products across Vietnam.
- Identify, acquire, and manage relationships with manufacturers, retailers, distributors, importers, wholesalers, and foodservice customers, while expanding existing accounts and developing new business opportunities.
- Conduct regular customer visits and business travel across Vietnam (and occasionally Southeast Asia) to strengthen partnerships, understand customer needs, and maximize sales opportunities.
- Negotiate pricing, contracts, and supply agreements to achieve profitable commercial outcomes.

- Monitor market trends, competitor activities, pricing movements, and emerging opportunities, and provide market intelligence, sales forecasts, and business updates to Head Office.
- Collaborate closely with the General Manager, Sydney Head Office, and cross-functional teams (trading, logistics, and management) to align business strategies and ensure smooth execution of sales activities.
- Prepare sales and business development reports and maintain accurate customer records in CRM systems.

REQUIREMENTS

- Bachelor's degree in Business, Commerce, International Trade, Marketing, or a related field
- Minimum 10 years of experience in meat, protein, food ingredients, or food-related B2B sales
- Strong network and established relationships within Vietnam's food manufacturing, wholesale, retail, import, distribution, and foodservice industries
- Proven experience selling imported meat products, including beef, lamb, mutton, poultry, or related protein products
- Strong negotiation, customer relationship management, and commercial acumen
- Experience in international trading environments and cross-border business negotiations is highly preferred
- Fluent Vietnamese and English communication skills, both written and spoken
- Proficiency in Microsoft Office applications, particularly Excel, Word, Outlook, and PowerPoint and have experience using CRM and ERP systems is an advantage
- Willingness to travel extensively within Vietnam and occasionally across Southeast Asia

ABOUT THE COMPANY

An international meat trading and distribution company headquartered in Sydney, Australia. The company specializes in supplying imported meat and protein products, including beef, lamb, mutton, goat, poultry, and offal, to food manufacturers, processors, retailers, wholesalers, importers, and foodservice operators. With a strong presence across international markets, the business focuses on building long-term partnerships, delivering high-quality products, and driving sustainable growth throughout Vietnam and the wider Southeast Asian region.

#LI-JACVN

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Company Description