



PR/096225 | Livestream Business Development Manager

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1612804

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

September 29th, 2026 08:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

We are looking for a Livestream Business Development Manager to develop partnerships with MCNs, KOLs, and KOCs, driving sales growth and brand awareness through livestream and affiliate channels on TikTok Shop.

Responsibilities

- Build and maintain partnerships with MCNs, TAPs, KOLs, and KOCs in the beauty industry.
- Negotiate collaboration models, commission structures, and campaign participation.
- Coordinate livestream campaigns, product setup, promotional offers, and affiliate programs.
- Monitor livestream performance and optimize campaign results with internal and external teams.
- Analyze sales performance, ROI, and partner effectiveness, and prepare regular reports.

Requirements

- 1-3 years of experience in BD, Sales, Account Manager or Livestream E-commerce.
- Experience in beauty, skincare, or cosmetics industries is preferred.
- Strong network with MCNs, KOLs, or KOCs on TikTok Shop or other e-commerce platforms.
- Good understanding of TikTok Ads, Affiliate, GMV Max, and livestream operations.
- Strong communication, negotiation, and analytical skills.

About the company

Our client is a growing cosmetics company specializing in beauty and personal care products.

#LI-JACVN

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Company Description