



PR/096244 | Business Development Manager

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1614230

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

September 22nd, 2026 10:40

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company Overview

A company in the professional display, and smart solutions industry is hiring a Business Development Manager to drive channel sales and market expansion across enterprise, education, hospitality, commercial, and government sectors.

Job Description

- Achieve sales targets and expand market coverage through channel sales.
- Develop and manage distributors, resellers, and system integrators.
- Identify business opportunities and drive projects through to closure.
- Support partners with presentations, tenders, negotiations, training, and marketing activities.

- Build strong partner relationships and conduct regular business reviews.
- Gather market intelligence and provide business updates, forecasts, and reports.
- Collaborate with marketing, pre-sales, technical support, and operations teams to ensure smooth project execution.

Qualifications

- Bachelor's degree in Business, Marketing, IT, Engineering, or a related field.
- 5+ years of channel sales or business development experience.
- Experience managing distributors, resellers, or system integrators.
- Strong communication, presentation, negotiation, and relationship management skills.
- Knowledge of education procurement and government tender procedures.
- Fluent in English and Vietnamese; Mandarin is a plus.
- Proficient in Microsoft Office and CRM systems.
- Self-motivated, proactive, results-oriented, and able to work independently.

#LI-JACVN

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Company Description