

PR/096263 | Oversea Business Development

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1614623

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 06:00

General Requirements

Minimum Experience Level
Over 3 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

Company Overview

A company in the technology and AI solutions industry is hiring for a Senior Overseas Business Development Specialist / Lead. The company is expanding into global markets, primarily English-speaking regions, with AI-driven consultancy, custom software engineering, and advanced IT solutions.

Job Description

- Research international markets and identify new business opportunities.
- Develop targeted outreach strategies through LinkedIn, email campaigns, and networking.
- Lead the full sales cycle from discovery and proposal to negotiation and closing.
- Partner with the external marketing team to qualify leads and improve conversion.

- Manage sales pipelines and lead quality using CRM tools.
- Develop new sales approaches and build long-term relationships with global stakeholders and C-level executives.

Qualifications

- Bachelor's degree in Computer Science, Business Administration, International Trade, or a related field.
- 3+ years of B2B IT Sales or Business Development experience in international markets.
- Proven track record in new market development, client acquisition, and revenue generation.
- Native-level English with strong communication, presentation, and negotiation skills.
- Understanding of digital marketing, MQL/SQL, and lead funnels.
- Experience using AI tools, research tools, and CRM systems such as HubSpot or Salesforce.
- Ability to communicate the business value of AI, cloud, and modern software solutions to non-technical stakeholders.
- Strong analytical thinking, resilience, initiative, and results-oriented mindset.

#LI-JACVN

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description