



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

September 29th, 2026 10:38

General Requirements

Minimum Experience Level

Over 3 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 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

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