

PR/096291 | Key Account Manager - Public Sector

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1616169

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 05:00

General Requirements

Minimum Experience Level
Over 3 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

Location
Hanoi

Company Overview
Our client is a global technology solutions provider supporting digital transformation and smart infrastructure initiatives for enterprise and public sector organizations.

Job Responsibilities

- Develop and maintain strong relationships with key stakeholders and decision-makers across government agencies and public sector organizations.
- Take ownership of assigned public sector accounts to achieve sales growth, project wins, and revenue objectives.
- Monitor policy updates, government investment priorities, and digital transformation programs to identify new business opportunities.
- Advise customers on suitable ICT and digital solutions that align with their operational and regulatory requirements.
- Strengthen customer engagement and cultivate long-term partnerships with strategic government clients.
- Gather market intelligence related to procurement procedures, budgeting plans, and competitor activities within the public sector.
- Work closely with technical consultants, solution teams, and bid management functions to prepare proposals and secure project contracts.
- Represent the company at industry forums, government-related events, and networking activities to expand business visibility and opportunities.
- Build and maintain a healthy sales pipeline while driving new business development initiatives within the government segment.

Job Requirements

- Bachelor's degree in Telecommunications, Information Technology, Computer Science, Electrical Engineering, Business, Economics, or a related discipline.
- Proven experience in B2B sales, account management, or business development within the ICT, technology, telecommunications, or system integration industry.
- Prior exposure to government, public sector, or state-owned enterprise customers is highly advantageous.
  Good understanding of enterprise ICT products and infrastructure solutions, including networking, servers, storage, cybersecurity, wireless solutions, and related technologies.
- Familiarity with digital government initiatives, smart city projects, or public sector technology solutions is preferred.
- Strong client-facing, presentation, negotiation, and stakeholder management skills.
- Self-motivated, target-driven, and able to perform effectively in a dynamic and fast-moving environment.
- Strong commercial mindset with the ability to identify and convert business opportunities.
- Professional working proficiency in English.

Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.
#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