

PR/096292 | [Cloud Solutions] Business Development Manager

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1616170

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 13:00

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 leading global technology organization providing advanced cloud, AI, and digital transformation solutions to enterprise customers across various industries.

Job Responsibilities

- Drive business growth by identifying, developing, and securing new opportunities within the enterprise market.
- Own the entire sales process, from prospecting and opportunity qualification through contract execution and revenue generation.
- Research industry developments and customer priorities to formulate effective account acquisition and expansion strategies.
- Build and strengthen relationships with senior executives and key stakeholders across customer organizations.
- Understand business challenges and transformation objectives, translating customer needs into suitable cloud-based solutions.
- Collaborate with technical consultants and solution specialists to prepare compelling solution proposals and commercial offerings.
- Coordinate with cross-functional teams including product, marketing, delivery, and customer success functions to ensure smooth project execution.
- Oversee post-sales project progress, monitor key milestones, and facilitate successful implementation in accordance with customer commitments.
- Work closely with finance and operational teams to support billing activities, payment collection, and revenue realization.
- Expand and maintain relationships with strategic partners, channels, and ecosystem stakeholders to accelerate market penetration.
- Organize executive-level customer engagement activities, networking sessions, and industry-focused events to strengthen market presence.
- Maintain an accurate opportunity pipeline, provide business forecasts, and evaluate sales performance to continuously improve results.

Job Requirements

- Bachelor's degree in Business, Information Technology, Computer Science, Engineering, or a related discipline.
- At least 5 years of experience in enterprise sales, technology solutions, software, cloud services, or digital transformation consulting.
- Demonstrated success in managing the full commercial cycle, including business development, project coordination, and payment collection.
- Strong track record in winning new clients, handling complex sales engagements, and closing strategic deals.
- Ability to engage and build credibility with senior-level executives and key business decision-makers.
- Good understanding of cloud technologies, enterprise IT solutions, and digital transformation initiatives.
- Familiarity with one or more sectors such as financial services, manufacturing, telecommunications, internet services, gaming, or emerging digital industries.
- Strong project coordination and stakeholder management capabilities, with the ability to work effectively across multiple functions.
- Excellent communication, presentation, and negotiation skills in English
- Self-driven, achievement-oriented, resilient, and capable of performing in a fast-paced environment.
- Exposure to public cloud platforms such as AWS, Microsoft Azure, Google Cloud, Alibaba Cloud, or similar solutions is highly preferred.

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.

Privacy Policy Link: https://www.jac-recruitment.vn/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.vn/terms-of-use

Company Description