

PR/096346 | [Hospitality & Services] Business Development Manager

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1619242

Industry
Amusement, Entertainment

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 10:18

General Requirements

Minimum Experience Level
Over 1 year

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

OVERVIEW

Location: Hanoi
The client is a is a premium grooming and lifestyle brand

JOB RESPONSIBILITIES

- Develop and grow membership, event, and partnership revenue by identifying new opportunities, generating leads, and converting prospects into long-term clients.
- Build and maintain strong relationships with corporate clients, hospitality partners, lifestyle brands, referral networks, and other strategic stakeholders to expand business opportunities.

- Drive bookings for private events, corporate functions, and member experiences while ensuring a high level of client engagement and satisfaction.
- Identify and establish new partnership opportunities that support business growth, brand visibility, and customer acquisition.
- Manage the sales pipeline from initial outreach through proposal development, negotiation, closing, and follow-up.

JOB REQUIREMENTS

- Fluency in English and Vietnamese
- Have experience in business development, sales, partnerships, account management, or a customer-facing commercial role
- Strong relationship-building and networking abilities, with the confidence to engage with business leaders, professionals, and high-value clients

BENEFITS

- Competitive salary with bonuses and incentives
- Premium social insurance
- Opportunities for professional development and training

Due to the volume of applications, only shortlisted candidates will be contacted. Thank you for your interest.
#LI-JACVN

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Company Description