

PR/096373 | Senior Account Executive – Commercial in Hanoi

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1621170

Industry
Civil Engineering and Construction

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 10:56

General Requirements

Minimum Experience Level
Over 6 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

Responsibilities

- Look after and expand a portfolio of major clients, including property developers, investors, operators and D&B contractors
- Generate new opportunities through personal connections, active prospecting and close ties with consultants and designers
- Advise clients on the right solutions, and handle proposals, bids and cost-optimisation options all the way to signing
- Track opportunities and prepare sales forecasts using a CRM system
- Partner with internal support, technical, display and marketing teams so projects are delivered on schedule
- Promote the brand at industry events and mentor less experienced sales team members

Requirements

- At least 7 years in B2B sales, client management or business development within lighting, building materials, MEP, interior fit-out, construction or property
- Well-established relationships with developers, architects, designers and contractors across Northern and Central Vietnam
- Proven success in both growing existing clients and winning new project-based business
- Hands-on experience with bidding, negotiation and cost-saving proposals for large-scale projects
- Comfortable with CRM tools; good English; confident dealing with senior decision-makers
- Self-motivated, business-minded and keen to support others' growth
- A plus: background in premium residential, Grade A office or retail developments

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Company Description