

PR/096402 | Senior Strategic Account Manager

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1623377

Industry
Civil Engineering and Construction

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 10:28

General Requirements

Minimum Experience Level
Over 6 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

Our client is seeking a commercially driven business development professional to expand strategic partnerships and drive growth across Asia. This role requires strong relationship- building capabilities and ability to generate business opportunities through an established industry network.

Responsibilities

- Develop new business opportunities and manage key client relationships across the region
- Build and leverage networks with developers, premium property stakeholders, consultants, designers and project decision-makers
- Identify and pursue high-value projects from lead generation through contract closure
- Collaborate with internal teams to deliver solutions and ensure successful project execution

- Maintain a healthy sales pipeline and achieve revenue targets

Requirements

- 7+ years of experience in Business Development, Sales, or Account Management.
- Strong network within residential developments, luxury retail environments, mixed-use projects or related industries
- Proven track record in generating new business and managing complex sales cycles
- Fluent in English

About the company

Our client is a well-established international organization with a strong presence across Asia, partnering with leading stakeholders on premium projects throughout the region.

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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