

PR/096428 | International Business Development, Senior Manager

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1623392

Industry
Business Consulting

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 10:28

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Native Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

About the role
The Manager / Senior Manager - Business Development role focuses on developing consulting opportunities with MNC and local clients operating in Vietnam. The position combines business development, senior stakeholder engagement, and consulting leadership to support market growth and client delivery.
Responsibilities

- Identify and develop opportunities with multinational and local companies operating in Vietnam.
- Build trusted relationships with senior executives and understand their strategic and operational priorities.
- Translate client challenges into consulting proposals, transformation roadmaps, and executable engagements.
- Provide senior oversight of project quality, client communication, and delivery outcomes.
- Collaborate with other teams to shape and deliver client solutions.
- Help adapt global consulting approaches to local business environments and client cultures.

Requirements

- International business exposure, ideally gained through experience in multinational organisations and cross-cultural environments.
- Strong English communication skills with executive-level stakeholders.

- Consulting or advisory experience, ideally with multinational clients.
- Ability to build trusted relationships with senior business leaders.
- Experience in Manufacturing and/or Consumer & Retail is a plus.
- Interest in pursuing career opportunities in Vietnam.
- Ability to bridge global business expectations and local market needs.
- Strong commercial acumen, problem-solving, collaboration, and adaptability.

About the company
A company in the consulting industry provides business transformation and strategy consulting services. The organisation works with senior executives to address business priorities through strategy, operating model, data, and technology initiatives.

#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