

PR/096441 | [Data Center] Business Head / Senior Manager

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1623960

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 10:26

General Requirements

Minimum Experience Level
Over 10 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

Location

Remote or can based in Japan, Singapore, US, ….

Company Overview

Our client is a leading Japan-based design and consulting group specializing in mission-critical infrastructure and large-scale facility development. Driven by the rapid growth of AI and cloud infrastructure, the company is significantly expanding its Data Center business and is looking for a senior leader to spearhead global business development and project origination activities.

Job responsibilities
Business Development & Deal Origination
• Win new large-scale projects by directly approaching decision-makers at domestic and international hyperscalers, data center developers, infrastructure funds, and trading companies.

- Conduct consultative sales activities and build long-term relationships with key stakeholders.
- Leverage personal networks and industry expertise to independently originate and secure large-scale data center development opportunities.

Pre-Construction & Upstream Project Management

- Oversee the overall direction of pre-construction activities

Global Stakeholder Management & Negotiation

- Directly negotiate and build consensus in English regarding technical and commercial terms with overseas clients' headquarters engineering departments and international consultants.
- Manage relationships with global hyperscalers, data center operators, infrastructure funds, and international business partners.

Business Strategy & Organizational Management

- Formulate mid-to-long-term growth strategies for the Data Center business.
- Develop strategic partnerships and alliances with domestic and international organizations.
- Lead, mentor, and oversee internal project teams, including Project Managers (PMs) and MEP design engineers.
- Drive project development from initial business origination through pre-construction and design execution.

Job requirements

Experience Requirements

- Proven track record in business development and deal origination within the data center industry, particularly hyperscale or large-scale colocation projects.
- Hands-on and supervisory experience in pre-construction activities for data center development, including land and infrastructure surveys, site due diligence, test fits, business planning, concept design, schematic design, and requirement definition including BOD.
- Strong professional network with key decision-makers at hyperscalers, data center developers, infrastructure funds, and related organizations.
- Experience as a department head or executive at foreign-affiliated data center operators, global engineering firms, general trading companies (Sogo Shosha), or developers.
- Track record of launching data center development projects in APAC, North America, or Europe.
- Specialized knowledge or relevant certifications in architecture, electrical engineering, or HVAC (MEP) systems.

Technical Requirements

- Strong understanding of data center development and pre-construction processes.
- Ability to oversee architectural and MEP design teams.
- Knowledge of site feasibility, infrastructure requirements, concept design, schematic design, and technical requirements definition.
- English: Advanced Business to Native Level (Required).

Leadership & Business Development Requirements

- Strong commercial acumen and proven ability to independently originate large-scale business opportunities.
- Excellent business negotiation, presentation, and stakeholder management skills.
- Ability to lead multidisciplinary teams and manage complex international projects.
- Strategic thinking and the ability to drive business growth in international markets.

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

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Company Description