



PR/095014 | BUSINESS DEVELOPMENT MANAGER (Construction industry)

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1552388

業種

その他（商社）

雇用形態

正社員

勤務地

ベトナム

給与

経験考慮の上、応相談

更新日

2025年07月22日 10:06

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

COMPANY OVERVIEW

Our client is looking for the BUSINESS DEVELOPMENT MANAGER (Construction industry) position.

Work Location: HCM city

JOB RESPONSIBILITIES

1.Specification and Pipeline Management :

- Specification and Pipeline Management
- Develop new business opportunities by building a strong project pipeline in the façade and condominium segment.

- Actively manage and develop relationships with real-estate developers, architects, façade consultants, main contractors and façade contractors.
- Meet-up with clients (specifiers and partners) to define and clarify specific requirements of each project. Drive large scale commercial and residential projects (façade, window/doors) from an early concept & design stage through specification work with architects, façade consultants and developers.
- Actively contribute to revenue with targeting the right projects at the right time, with the most suitable customers. Take leadership from budgeting to delivering projects successfully with internal and external stakeholders.
- Deliver on revenue targets by securing new projects independently.
- Pro-actively push projects forward in the best interest of the client and clearly define
- Company's scope and responsibilities in projects.
- Request and deliver necessary project details (specs, drawings, project schedules, contacts etc.) for effective estimation and value engineering during the design process.
- Participate in internal and external project meetings in person.

2. Key Account Manage & Development:

- Work closely with partners during planning, budgeting, estimation, and fabrication stage.
- Communicate and coordinate professionally with relevant partners and team members to flawlessly execute projects in the pre-construction phase and to ensure that all projects are delivered on-time, within scope and budget.
- Perform project management related work such as: tracking material deliveries, change of orders, batch allocation and critical material shipments.
- Develop comprehensive project plans to be shared with clients, customers as well as other team members.
- Manage changes to the project scope, project schedule and project costs using appropriate tools and techniques.
- Manage and mitigate risk during all phases of the project and involve technical team at early stage.
- Track project performance, specifically to analyze the successful completion of short and long-term goals.

JOB REQUIREMENTS

- BSc or MSc in Construction Management, Civil Engineering, Mechanical Engineering or Architecture
- Have 5+ years of working experience in related façade/window & door or construction industry
- Industrial system supplier experience is an advantage
- Excellent client-facing and internal communication skills
- Excellent written and verbal communication skills in English Languages
- Solid organizational skills including attention to detail and multitasking skills
- Proficient with M365 suit (Excel, Word, PowerPoint)
- Basic ability with CAD or other design software is a plus

BENEFITS

- Working time: Monday to Friday from 8:30 am to 5:30 pm.
- Salary Review, 13th month salary
- Company performance Bonus, Travel Opportunity, Training & Development

- Interview: Onsite interview 3 time

#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.

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会社説明