



## PR/095418 | BNPL - Sales Executive & Partnership

### 募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1568071

業種

ITコンサルティング

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

2026年01月20日 06:00

### 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

流暢

日本語レベル

無し

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 and Job Overview

JAC's client, a Japanese fintech company in HCMC, is looking for a Sales Executive & Partnership

#### Job Responsibilities

- Perform market research and competitor analysis to support business planning, forecasting, and go-to-market strategies.
- Handle the full sales cycle from generating leads to activating merchants while coordinating with internal teams (outreach, meetings, proposals, negotiation, closing, and system integration).
- Act as the main account manager for key merchant partners.
- Track merchant and user performance and suggest marketing actions to enhance usage, satisfaction, and retention.
- Review operational and performance data to refine sales processes and enhance internal workflows.

- Gather structured insights from merchants and the broader market to help drive product enhancements and improvements.

### Job Requirements

- At least 2 years of experience in sales or business development
- A strong results-driven mindset with a high sense of ownership and accountability.
- A growth-oriented attitude open to feedback, eager to take on new challenges, and committed to ongoing self-improvement.
- Strong ability to self-learn through hands-on practice, reflection, and minimal supervision.
- Solid logical reasoning, critical thinking, and clear documentation skills.
- Adaptability and comfort working in a fast-paced, constantly evolving environment.
- Fluency in both English and Vietnamese, in both spoken and written communication.
- Ability to commit to the company on a long-term basis and grow with the team.

Nice to have

- Experience in new market development or merchant acquisition, particularly in managing the full sales cycle with KPIs from lead generation and outreach to negotiation and closing.
- Familiarity with end-to-end sales processes and achieving performance targets throughout the funnel.
- Knowledge of Fintech, Startups, or SaaS platforms is an advantage for effectively understanding the business context.
- Project management experience, including planning, scheduling, and executing tasks to ensure project progress and success.

Interested applicants, click **APPLY NOW**  
#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