



PR/095781 | [IT] Senior Sales Executive

#### 募集職種

#### 人材紹介会社

JAC Recruitment Vietnam Co., Ltd

#### 求人ID

1594927

#### 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06月02日 11:05

#### 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

無し

#### 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

#### Location

Hanoi City, Vietnam

#### Company Overview

A fast-growing technology services provider delivering high-quality software development and IT outsourcing solutions to global clients.

#### Job Responsibilities

- Identify, approach, and expand new business opportunities within software development and IT services.

- Take ownership of the full sales cycle, from initial outreach and requirement understanding to proposal development, commercial negotiation, contract finalization, and post-deal relationship management.
- Coordinate closely with technical, delivery, and marketing teams to shape solutions aligned with client needs.
- Build long-term partnerships with enterprise-level B2B customers based on trust and consistent value delivery.
- Monitor market movements, industry trends, and competitor activities to support customer acquisition strategies.
- Prepare and present regular updates on sales performance, opportunity pipeline, and revenue outcomes to senior sales leadership.

### Job Requirements

- Bachelor's degree in Business, Economics, Information Technology, or a relevant discipline.
- At least 3–5 years of experience in business development or sales roles within IT, software, or outsourcing environments.
- Solid understanding of software delivery models, outsourcing practices, and offshore development concepts.
- Strong communication, presentation, and negotiation skills; proficiency in English and/or Japanese is highly preferred.
- Existing connections or client networks in the IT or software sector are an advantage.
- Self-driven mindset with strong ownership, accountability, and a results-focused approach.

### Benefits

- Attractive and competitive salary with a comprehensive rewards package. Performance-based incentives tied to project and revenue achievements.
- Salary review and bonus evaluations conducted twice annually, full salary paid during probation period.
- Flexible working hours supporting work–life balance.
- Premium healthcare insurance coverage for employees.
- Regular team activities and annual company trips.
- Dedicated benefits and support policies for female employees.
- Modern equipment and comfortable open-office working environment.
- Ongoing professional training, skill development programs, and language courses.

**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