



PR/095946 | Sales & Business Development

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1599203

業種

自動車・自動車部品

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09月06日 03:00

応募必要条件

職務経験

10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

Location: Hanoi

Department: Sales & Marketing

Report to: Department Manager

Key Responsibilities

Sales & Business Development

- Act as key contact, manage & develop customer relationships / Key Accounts.
- Identify new business opportunities, expand market coverage.
- Collaborate với Headquarter & Toshiba Group để phát triển projects & partnerships.
- Own sales targets và develop project pipeline (TPL/MTP).

- Gather customer insights (operations, outage, repair/upgrade plans).
- Promote solutions: Retrofit/Upgrade, Asset Management, Digital Transformation, Carbon Neutral.
- Support scope definition, budget estimation, RSPL.
- Conduct project review (GO/NO-GO, BID/NO-BID), pricing & risk analysis.
- Lead proposal, commercial terms, contract negotiation.
- Organize seminars/workshops/customer visits.
- Handover project to Technical team after contract signing.
- Manage business partners & coordinate customer financial evaluation.

Project Execution & Contract Support

- Support Technical team during execution, act as sales focal point.
- Handle quotation & Variation Order negotiation.
- Follow up customer payments.

Procurement Support

- Prepare Purchase Requisition (PR) for simple parts.
- Submit Order Confirmation.

Other tasks as assigned.

Requirements

- ~10+ years experience in Sales/BD (energy / power plant).
- Strong sales-oriented mindset (not engineering-focused).
- Fluent English (Japanese is a plus).
- Strong negotiation, communication, customer-oriented skills.
- Understanding of Vietnam energy market & market analysis ability.
- Good analytical & reporting skills, able to deliver sales pitches.

#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>

会社説明