



## PR/096047 | Business Development & Strategic Partnerships Manager – Home Appliances Industry

### 募集職種

#### 人材紹介会社

JAC Recruitment Vietnam Co., Ltd

#### 求人ID

1602396

#### 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

2026年08月25日 02:00

### 応募必要条件

#### 職務経験

6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

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 OVERVIEW

We are seeking a highly skilled Business Development & Strategic Partnerships Manager – Home Appliances Industry.

Lead the research, evaluation, and development of business opportunities in the home appliance sector; act as the main liaison between company, international partners, and internal stakeholders.

Working Location: An Khanh – Ho Chi Minh

#### JOB RESPONSIBILITIES

- Develop strategic partnerships with international brands/partners.
- Conduct market research on the Vietnamese home appliance market, including consumer trends, competitors, distribution channels, pricing, and commercial opportunities.

- Develop business cases for projects, including business models, market entry strategies, distribution plans, e-commerce, marketing, revenue forecasts, and financial analysis.
- Conduct financial and commercial analysis to support management in decision-making and negotiations.
- Coordinate projects with the Finance, Marketing, Logistics, Legal departments and external consultants/partners.
- Prepare implementation elements such as operating models, staffing structure, roadmap, warranty/after-sales policies, and project launch conditions.
- Regularly report to the General Director on progress, research results, negotiations, risks, and issues requiring approval.

#### JOB REQUIREMENTS

- Bachelor's degree or higher in Business, International Business, Marketing, Economics, Commerce, or related fields.
- Minimum 5 years of experience in business development, partnership development, category management, international business, or commercial project management.
- Preference will be given to candidates with experience working with international brands, developing the Vietnamese market for foreign brands, or with a background in home appliances, consumer electronics, retail, or FMCG.
- Strong English skills, financial analysis, business planning, negotiation, presentation, project management, and stakeholder coordination are required.

#### BENEFITS

- Working Hours: 08:00 – 17:00 (Monday–Friday)
- Holidays: Weekends, public holidays, Tet holiday, annual leave
- Bonus: 1-month Tet bonus
- Salary Review: Once per year
- Social, health, and unemployment insurance
- Annual health check Performance bonus scheme
- Business travel allowance

#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