



PR/096073 | Country Manager

## 募集職種

### 人材紹介会社

JAC Recruitment Vietnam Co., Ltd

### 求人ID

1604960

### 業種

その他

### 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11日 02:00

## 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

### Company and Job Overview

Our client is an international technology and consulting organization focused on delivering data-driven solutions and strategic initiatives in collaboration with government, institutional, and commercial stakeholders across the region.

### Job Responsibilities

- Lead and expand the company's business presence and strategic initiatives in Vietnam.
- Establish and maintain relationships with government authorities, public organizations, international institutions, industry partners, and other key stakeholders.
- Initiate and drive strategic partnerships, cooperation frameworks, and engagement activities to support market development.  
Represent the organization at senior-level meetings, forums, industry events, and stakeholder discussions.
- Identify opportunities for pilot programs, collaborative projects, and new initiatives aligned with the company's long-

term objectives.

- Build local networks and foster collaboration among public, private, and institutional partners.
- Support participation in government-led, donor-funded, and international development projects where appropriate.
- Work closely with global and regional teams to develop and execute country growth strategies.
- Strengthen the local operating platform and identify new business opportunities for future expansion.
- Provide strategic updates, market insights, and recommendations to senior leadership.

#### Job Requirements

- Proven experience in a senior leadership role such as Country Manager, General Manager, Business Development Director, Government Relations Director, or equivalent.
- Strong track record of working with government agencies, public sector organizations, development agencies, or international institutions.
- Demonstrated ability to develop strategic partnerships and manage complex stakeholder relationships.
- Experience driving cross-functional projects and business development initiatives in a regional or international environment.
- Background in areas such as public affairs, sustainability, infrastructure, technology, consulting, international development, or related sectors is advantageous.
- Strong commercial awareness and capability to establish long-term business foundations in emerging markets.
- Excellent communication, negotiation, and stakeholder management skills.
- Self-driven, strategic thinker with the ability to operate independently in a highly autonomous role.
- Fluent business-level English and Vietnamese

**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