

PR/096148 | Business Development Manager

募集職種

人材紹介会社
JAC Recruitment Vietnam Co., Ltd

求人ID
1607742

業種
土木

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10月27日 03:00

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

Location
Hanoi, Vietnam

Company and Job Overview
International architectural and design consultancy with a strong presence across Asia, providing strategic design solutions for commercial, industrial, and mixed-use projects.

Job Responsibilities

- Identify business opportunities, develop new accounts, and achieve assigned revenue objectives.
- Manage the full sales cycle from prospecting and client meetings to proposal submission and contract finalization.
- Build and maintain long-term partnerships with corporate customers and key stakeholders.
- Conduct business presentations and recommend suitable solutions based on client requirements.
- Serve as a trusted advisor by providing detailed information on company services and responding to customer inquiries.
- Support resolution of customer concerns to ensure high levels of client satisfaction and retention.
- Guide and coach junior team members on sales activities, customer engagement, and product/service knowledge.
- Maintain accurate sales records, prepare periodic reports, and contribute market insights for business planning and growth initiatives.
- Collaborate with internal teams to ensure successful project delivery and customer experience.

Job Requirements

- Bachelor's degree in Business Administration, Marketing, Economics, or a related discipline.
- Minimum 5 years of B2B sales experience; exposure to architecture, construction, design consultancy, or related industries is highly preferred.
- Strong communication skills in either English or Japanese, both written and spoken.
- Demonstrated success in achieving sales targets with solid expertise in negotiation, presentation, and account development.
- Ability to independently generate leads, develop new business, and maintain a healthy sales pipeline.
- Previous experience mentoring junior colleagues or providing guidance within a sales team.
- Good analytical and problem-solving capabilities with strong customer management skills.
- Proficient in Microsoft Office applications and general business software.
- Well-organized with effective prioritization and time management skills.
- Professional, customer-oriented, proactive, and results-focused mindset.
- Comfortable working independently as well as within a collaborative team environment.
- Familiarity with Japanese business culture or experience supporting Japanese clients would be an advantage.
- Vietnamese national with an established local business network.
- Willing to travel domestically and across ASEAN countries when required.

Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.
#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