



PR/096179 | Business Development Manager

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1609373

業種

レストラン・フードサービス

雇用形態

正社員

勤務地

オーストラリア

給与

経験考慮の上、応相談

更新日

2026年08月25日 11:06

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

JAC's client is a leading importer and distributor of premium meat products, supplying manufacturers, retailers, distributors, and foodservice customers across Vietnam. The company is focused on delivering quality products, reliable supply, and sustainable business growth.

RESPONSIBILITIES

- Develop and execute sales and business development strategies to increase market share and drive growth of imported meat products across Vietnam.
- Identify, acquire, and manage relationships with manufacturers, retailers, distributors, importers, wholesalers, and foodservice customers, while expanding existing accounts and developing new business opportunities.
- Conduct regular customer visits and business travel across Vietnam (and occasionally Southeast Asia) to strengthen partnerships, understand customer needs, and maximize sales opportunities.
- Negotiate pricing, contracts, and supply agreements to achieve profitable commercial outcomes.

- Monitor market trends, competitor activities, pricing movements, and emerging opportunities, and provide market intelligence, sales forecasts, and business updates to Head Office.
- Collaborate closely with the General Manager, Sydney Head Office, and cross-functional teams (trading, logistics, and management) to align business strategies and ensure smooth execution of sales activities.
- Prepare sales and business development reports and maintain accurate customer records in CRM systems.

REQUIREMENTS

- Bachelor's degree in Business, Commerce, International Trade, Marketing, or a related field
- Minimum 10 years of experience in meat, protein, food ingredients, or food-related B2B sales
- Strong network and established relationships within Vietnam's food manufacturing, wholesale, retail, import, distribution, and foodservice industries
- Proven experience selling imported meat products, including beef, lamb, mutton, poultry, or related protein products
- Strong negotiation, customer relationship management, and commercial acumen
- Experience in international trading environments and cross-border business negotiations is highly preferred
- Fluent Vietnamese and English communication skills, both written and spoken
- Proficiency in Microsoft Office applications, particularly Excel, Word, Outlook, and PowerPoint and have experience using CRM and ERP systems is an advantage
- Willingness to travel extensively within Vietnam and occasionally across Southeast Asia

ABOUT THE COMPANY

An international meat trading and distribution company headquartered in Sydney, Australia. The company specializes in supplying imported meat and protein products, including beef, lamb, mutton, goat, poultry, and offal, to food manufacturers, processors, retailers, wholesalers, importers, and foodservice operators. With a strong presence across international markets, the business focuses on building long-term partnerships, delivering high-quality products, and driving sustainable growth throughout Vietnam and the wider Southeast Asian region.

#LI-JACVN

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会社説明