

PR/096244 | Business Development Manager

募集職種

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

求人ID
1614230

業種
ITコンサルティング

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11月03日 04:00

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

A company in the professional display, and smart solutions industry is hiring a Business Development Manager to drive channel sales and market expansion across enterprise, education, hospitality, commercial, and government sectors.

Job Description

- Achieve sales targets and expand market coverage through channel sales.
- Develop and manage distributors, resellers, and system integrators.
- Identify business opportunities and drive projects through to closure.
- Support partners with presentations, tenders, negotiations, training, and marketing activities.

- Build strong partner relationships and conduct regular business reviews.
- Gather market intelligence and provide business updates, forecasts, and reports.
- Collaborate with marketing, pre-sales, technical support, and operations teams to ensure smooth project execution.

Qualifications

- Bachelor’s degree in Business, Marketing, IT, Engineering, or a related field.
- 5+ years of channel sales or business development experience.
- Experience managing distributors, resellers, or system integrators.
- Strong communication, presentation, negotiation, and relationship management skills.
- Knowledge of education procurement and government tender procedures.
- Fluent in English and Vietnamese; Mandarin is a plus.
- Proficient in Microsoft Office and CRM systems.
- Self-motivated, proactive, results-oriented, and able to work independently.

#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