

PR/096263 | Oversea Business Development

募集職種

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

求人ID
1614623

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10日 06:00

応募必要条件

職務経験
3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 technology and AI solutions industry is hiring for a Senior Overseas Business Development Specialist / Lead. The company is expanding into global markets, primarily English-speaking regions, with AI-driven consultancy, custom software engineering, and advanced IT solutions.

Job Description

- Research international markets and identify new business opportunities.
- Develop targeted outreach strategies through LinkedIn, email campaigns, and networking.
- Lead the full sales cycle from discovery and proposal to negotiation and closing.
- Partner with the external marketing team to qualify leads and improve conversion.

- Manage sales pipelines and lead quality using CRM tools.
- Develop new sales approaches and build long-term relationships with global stakeholders and C-level executives.

Qualifications

- Bachelor's degree in Computer Science, Business Administration, International Trade, or a related field.
- 3+ years of B2B IT Sales or Business Development experience in international markets.
- Proven track record in new market development, client acquisition, and revenue generation.
- Native-level English with strong communication, presentation, and negotiation skills.
- Understanding of digital marketing, MQL/SQL, and lead funnels.
- Experience using AI tools, research tools, and CRM systems such as HubSpot or Salesforce.
- Ability to communicate the business value of AI, cloud, and modern software solutions to non-technical stakeholders.
- Strong analytical thinking, resilience, initiative, and results-oriented mindset.

#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