

PR/096291 | Key Account Manager - Public Sector

募集職種

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

求人ID
1616169

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17日 05:00

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
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

Company Overview
Our client is a global technology solutions provider supporting digital transformation and smart infrastructure initiatives for enterprise and public sector organizations.

Job Responsibilities

- Develop and maintain strong relationships with key stakeholders and decision-makers across government agencies and public sector organizations.
- Take ownership of assigned public sector accounts to achieve sales growth, project wins, and revenue objectives.
- Monitor policy updates, government investment priorities, and digital transformation programs to identify new business opportunities.
- Advise customers on suitable ICT and digital solutions that align with their operational and regulatory requirements.
- Strengthen customer engagement and cultivate long-term partnerships with strategic government clients.
- Gather market intelligence related to procurement procedures, budgeting plans, and competitor activities within the public sector.
- Work closely with technical consultants, solution teams, and bid management functions to prepare proposals and secure project contracts.
- Represent the company at industry forums, government-related events, and networking activities to expand business visibility and opportunities.
- Build and maintain a healthy sales pipeline while driving new business development initiatives within the government segment.

Job Requirements

- Bachelor's degree in Telecommunications, Information Technology, Computer Science, Electrical Engineering, Business, Economics, or a related discipline.
- Proven experience in B2B sales, account management, or business development within the ICT, technology, telecommunications, or system integration industry.
- Prior exposure to government, public sector, or state-owned enterprise customers is highly advantageous.
  Good understanding of enterprise ICT products and infrastructure solutions, including networking, servers, storage, cybersecurity, wireless solutions, and related technologies.
- Familiarity with digital government initiatives, smart city projects, or public sector technology solutions is preferred.
- Strong client-facing, presentation, negotiation, and stakeholder management skills.
- Self-motivated, target-driven, and able to perform effectively in a dynamic and fast-moving environment.
- Strong commercial mindset with the ability to identify and convert business opportunities.
- Professional working proficiency in English.

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