

PR/096292 | [Cloud Solutions] Business Development Manager

募集職種

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

求人ID
1616170

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10月20日 07:00

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 leading global technology organization providing advanced cloud, AI, and digital transformation solutions to enterprise customers across various industries.

Job Responsibilities

- Drive business growth by identifying, developing, and securing new opportunities within the enterprise market.
- Own the entire sales process, from prospecting and opportunity qualification through contract execution and revenue generation.
- Research industry developments and customer priorities to formulate effective account acquisition and expansion strategies.
- Build and strengthen relationships with senior executives and key stakeholders across customer organizations.
- Understand business challenges and transformation objectives, translating customer needs into suitable cloud-based solutions.
- Collaborate with technical consultants and solution specialists to prepare compelling solution proposals and commercial offerings.
- Coordinate with cross-functional teams including product, marketing, delivery, and customer success functions to ensure smooth project execution.
- Oversee post-sales project progress, monitor key milestones, and facilitate successful implementation in accordance with customer commitments.
- Work closely with finance and operational teams to support billing activities, payment collection, and revenue realization.
- Expand and maintain relationships with strategic partners, channels, and ecosystem stakeholders to accelerate market penetration.
- Organize executive-level customer engagement activities, networking sessions, and industry-focused events to strengthen market presence.
- Maintain an accurate opportunity pipeline, provide business forecasts, and evaluate sales performance to continuously improve results.

Job Requirements

- Bachelor's degree in Business, Information Technology, Computer Science, Engineering, or a related discipline.
- At least 5 years of experience in enterprise sales, technology solutions, software, cloud services, or digital transformation consulting.
- Demonstrated success in managing the full commercial cycle, including business development, project coordination, and payment collection.
- Strong track record in winning new clients, handling complex sales engagements, and closing strategic deals.
- Ability to engage and build credibility with senior-level executives and key business decision-makers.
- Good understanding of cloud technologies, enterprise IT solutions, and digital transformation initiatives.
- Familiarity with one or more sectors such as financial services, manufacturing, telecommunications, internet services, gaming, or emerging digital industries.
- Strong project coordination and stakeholder management capabilities, with the ability to work effectively across multiple functions.
- Excellent communication, presentation, and negotiation skills in English
- Self-driven, achievement-oriented, resilient, and capable of performing in a fast-paced environment.
- Exposure to public cloud platforms such as AWS, Microsoft Azure, Google Cloud, Alibaba Cloud, or similar solutions is highly preferred.

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

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会社説明