

PR/096346 | [Hospitality & Services] Business Development Manager

募集職種

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

求人ID
1619242

業種
アミューズメント・エンターテイメント

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27日 10:18

応募必要条件

職務経験
1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

OVERVIEW

Location: Hanoi
The client is a is a premium grooming and lifestyle brand

JOB RESPONSIBILITIES

- Develop and grow membership, event, and partnership revenue by identifying new opportunities, generating leads, and converting prospects into long-term clients.
- Build and maintain strong relationships with corporate clients, hospitality partners, lifestyle brands, referral networks, and other strategic stakeholders to expand business opportunities.

- Drive bookings for private events, corporate functions, and member experiences while ensuring a high level of client engagement and satisfaction.
- Identify and establish new partnership opportunities that support business growth, brand visibility, and customer acquisition.
- Manage the sales pipeline from initial outreach through proposal development, negotiation, closing, and follow-up.

JOB REQUIREMENTS

- Fluency in English and Vietnamese
- Have experience in business development, sales, partnerships, account management, or a customer-facing commercial role
- Strong relationship-building and networking abilities, with the confidence to engage with business leaders, professionals, and high-value clients

BENEFITS

- Competitive salary with bonuses and incentives
- Premium social insurance
- Opportunities for professional development and training

Due to the volume of applications, only shortlisted candidates will be contacted. Thank you for your interest.
#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