

PR/096373 | Senior Account Executive – Commercial in Hanoi

募集職種

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

求人ID
1621170

業種
土木

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 09:00

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
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

Responsibilities

- Look after and expand a portfolio of major clients, including property developers, investors, operators and D&B contractors
- Generate new opportunities through personal connections, active prospecting and close ties with consultants and designers
- Advise clients on the right solutions, and handle proposals, bids and cost-optimisation options all the way to signing
- Track opportunities and prepare sales forecasts using a CRM system
- Partner with internal support, technical, display and marketing teams so projects are delivered on schedule
- Promote the brand at industry events and mentor less experienced sales team members

Requirements

- At least 7 years in B2B sales, client management or business development within lighting, building materials, MEP, interior fit-out, construction or property
- Well-established relationships with developers, architects, designers and contractors across Northern and Central Vietnam
- Proven success in both growing existing clients and winning new project-based business
- Hands-on experience with bidding, negotiation and cost-saving proposals for large-scale projects
- Comfortable with CRM tools; good English; confident dealing with senior decision-makers
- Self-motivated, business-minded and keen to support others' growth
- A plus: background in premium residential, Grade A office or retail developments

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会社説明