

PR/096428 | International Business Development, Senior Manager

募集職種

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

求人ID
1623392

業種
ビジネスコンサルティング

雇用形態
正社員

勤務地
東京都 23区

給与
経験考慮の上、応相談

更新日
2026年11月17日 10:28

応募必要条件

職務経験
10年以上

キャリアレベル
中途経験者レベル

英語レベル
ネイティブレベル

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

About the role
The Manager / Senior Manager - Business Development role focuses on developing consulting opportunities with MNC and local clients operating in Vietnam. The position combines business development, senior stakeholder engagement, and consulting leadership to support market growth and client delivery.
Responsibilities

- Identify and develop opportunities with multinational and local companies operating in Vietnam.
- Build trusted relationships with senior executives and understand their strategic and operational priorities.
- Translate client challenges into consulting proposals, transformation roadmaps, and executable engagements.
- Provide senior oversight of project quality, client communication, and delivery outcomes.
- Collaborate with other teams to shape and deliver client solutions.
- Help adapt global consulting approaches to local business environments and client cultures.

Requirements

- International business exposure, ideally gained through experience in multinational organisations and cross-cultural environments.
- Strong English communication skills with executive-level stakeholders.

- Consulting or advisory experience, ideally with multinational clients.
- Ability to build trusted relationships with senior business leaders.
- Experience in Manufacturing and/or Consumer & Retail is a plus.
- Interest in pursuing career opportunities in Vietnam.
- Ability to bridge global business expectations and local market needs.
- Strong commercial acumen, problem-solving, collaboration, and adaptability.

About the company
A company in the consulting industry provides business transformation and strategy consulting services. The organisation works with senior executives to address business priorities through strategy, operating model, data, and technology initiatives.

#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.

Privacy Policy Link: https://www.jac-recruitment.vn/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.vn/terms-of-use

会社説明