



<https://eight-id.com/en/job/business-development-manager/>

Business Development Manager

Description

EIGHT is a growing digital agency with a presence in *France, Switzerland, Morocco, Spain, and Vietnam*. We operate across diverse markets to deliver impactful solutions. We support small, medium, and large companies to improve their digital strategy and increase their visibility by optimizing their internal processes and securing their information systems.

EIGHT values creativity, curiosity, and ambition to drive digital innovation. Join us and become part of a dynamic and multicultural environment where fresh ideas are celebrated and empowered to achieve results.

Responsibilities

We are seeking a dynamic and experienced **Business Development Manager** to establish and expand **EIGHT**'s presence in Vietnam.

The ideal candidate will have a strong background in B2B sales, particularly in digital services and a passion for helping businesses embrace innovative technology solutions.

Key responsibilities:

* Market development:

- Identify and target potential clients in key industries
- Analyze market trends and the competitive landscape to develop tailored sales strategies

* Sales execution:

- Drive the entire sales cycle from prospecting to closing deals
- Present and pitch **EIGHT**'s services to decision-makers

* Relationship building:

- Build and maintain strong relationships with key stakeholders, partners, and clients
- Search and attend networking events, trade shows and business forums ... to increase **EIGHT**'s visibility and business

* Strategic planning:

- Collaborate with the leadership team to develop and implement a go-to-market strategy for Vietnam.
- Provide input on pricing models and service offerings based on local market feedback.

* **Revenue goals:** Meet or exceed sales targets by promoting **EIGHT**'s digital solutions.

Hiring organization

EIGHT DIGITAL

Employment Type

Full-time

Beginning of employment

As soon as possible

Duration of employment

Permanent contract

Industry

Business development

Job Location

Remote work possible

Base Salary

Variable

Date posted

January 9, 2025

* **Local insights:** Provide feedback on market trends, customer needs and competitive landscape to guide EIGHT's Vietnam strategy.

* **Partnerships:** Establish partnerships with local agencies, distributors and other stakeholders to enhance business development.

* **Reporting and analysis:**

- Track sales metrics and report performance to BOD.
- Provide regular market insights and updates to help refine strategies.
- Implement progress reports.

Qualifications

* Bachelor's degree in Business Administration, Marketing or a related field

* Strong network within key industries in Vietnam

* Excellent **communication and negotiation** skills in both **Vietnamese and English** (in **French will be a plus**)

* **Skills:**

- Strong understanding of the Vietnamese market and its business culture
- Excellent communication and negotiation skills in both Vietnamese and English
- Proficiency in CRM tools and sales tracking software/ sales analytics platforms

* **Personal attributes:**

- Strong understanding of the Vietnamese market and its business culture
- Excellent communication and negotiation skills in both Vietnamese and English
- Proficiency in CRM tools and sales tracking software/ sales analytics platforms

Experience

- 5+ years of experience in **B2B sales**, preferably in digital solutions, ERP, or technology services.
- Proven track record of meeting or exceeding sales targets.

Job Benefits

- Competitive salary with performance-based incentives.
- Opportunities for professional growth in a fast-paced, innovative environment.
- A collaborative and innovative work environment
- Opportunities for professional growth and skill development
- Flexibility to work remotely or on-site as needed.
- Collaborative and supportive company culture.

Contacts

If you are passionate to grow in an international team, **join us in transforming**

businesses with innovative digital solutions in Vietnam!

Please send your **CV with a proven track record** and a brief cover letter by pressing on the button **APPLY NOW!**

Note: Only shortlisted candidates will be contacted. If you do not hear from us within three weeks, please consider that your application has not been selected. Thank you for your understanding.