



Welcome to [Lead The Change](#), an educational organization for social impact, where we catalyze transformative journeys for individuals, businesses, and communities alike. From fostering talent development in businesses, providing hands-on experiences for young leaders, offering high-quality educational solutions, to creating lasting impact in communities through diverse social projects—we drive positive change at every level.

JOIN US ON THE JOURNEY TO EMPOWERMENT, INNOVATION, AND A SUSTAINABLE FUTURE.

JOB DESCRIPTION

Embark on a transformative journey as our Business Development Executive, where you'll shape the future of our growth. Join a team that values your expertise, celebrates success, and fuels your ambition. Elevate your career surrounded by industry leaders and experts.

<p><b>FOCUS:</b></p> <ul style="list-style-type: none"><li>● <b>Client Acquisition:</b><ul style="list-style-type: none"><li>○ Business Development is primarily concerned with acquiring new clients or customers for the company's products and services.</li></ul></li><li>● <b>Revenue Generation:</b><ul style="list-style-type: none"><li>○ The main goal is to identify and create new business opportunities that contribute to the overall revenue growth of the organization.</li></ul></li></ul>	<p><b>RESPONSIBILITIES:</b></p> <ul style="list-style-type: none"><li>● <b>Market Research:</b><ul style="list-style-type: none"><li>○ Conduct market research to identify potential clients and comprehend market trends, regulations, and best practices.</li></ul></li><li>● <b>Sales Strategies:</b><ul style="list-style-type: none"><li>○ Develop and implement strategies for client acquisition and customer base expansion.</li></ul></li><li>● <b>Client Engagement &amp; Relationship Building:</b><ul style="list-style-type: none"><li>○ Attend industry events to represent and promote the company's products.</li><li>○ Actively engage with clients, proposing solutions, sponsorship packages, and customized proposals.</li></ul></li><li>● <b>Deal Closure:</b><ul style="list-style-type: none"><li>○ Deliver compelling presentations aligning with client expectations.</li><li>○ Close deals, forging new business partnerships and contracts.</li></ul></li><li>● <b>Cross-functional Collaboration:</b><ul style="list-style-type: none"><li>○ Collaborate with marketing, sales, and other teams for a coordinated approach to business growth.</li></ul></li><li>● <b>Sales Performance Tracking:</b><ul style="list-style-type: none"><li>○ Prepare detailed reports and forecasts to track sales performance and identify strategic enhancements.</li><li>○ Regularly report results to the management team, offering insights for optimization.</li></ul></li></ul>
<p><b>CULTURE-FIT:</b></p> <ul style="list-style-type: none"><li>● Driven by growth &amp; productivity</li><li>● Passionate about Lead The Change's mission, vision</li><li>● Integrity, strong ethic, human-centric, giving back is a part of your DNA (life values)</li><li>● Strategic-minded, diligent action taker, lifelong learner</li><li>● Familiarity or adaptability with the fast-paced startup environment</li><li>● A team player: highly accountable, hardworking, able to work well both independently and collaboratively to deliver extraordinary results</li></ul>	<p><b>REQUIREMENTS:</b></p> <ul style="list-style-type: none"><li>● Proven experience in Business/Partnership Development or similar roles.</li><li>● Hands-on expertise in diverse sales techniques and delivering engaging presentations.</li><li>● Excellent written and verbal communication, negotiation, and networking skills.</li><li>● Demonstrated ability to build and maintain relationships with multiple partners.</li><li>● Strong commercial sense, consistently achieving successful outcomes.</li><li>● Experience in education or related industries is highly preferred.</li></ul>

BENEFITS:

- Salary base plus commission based on individual performance and sales targets. The expected income is approximately 12-25 million VND/month
- Regular performance review (6 months). Social insurance, health insurance according to Labor Laws
- Develop leadership and coaching skills through experience LTC' training program
- Young, dynamic, proactive, diverse, and fast-moving environment
- 5 working days per week (Mon-Fri) with flexible working hours

READY TO MAKE AN IMPACT? APPLY NOW AND LET'S REDEFINE SUCCESS TOGETHER.

Please submit your resume through email [hr@leadthechange.asia](mailto:hr@leadthechange.asia) with the title **[LTC][Business Development Executive ][Name]**