

Vietnam Business Development Manager

Location: Ho Chi Minh

Starting date: March 2026

Type of contract : Long Term

Our Company

Headquartered in Paris, TERAO is a global consulting and engineering company that has been involved in energy efficiency and green building engineering for 30 years. Created in 1993, TERAO is one of the pioneers of energy-saving and sustainable buildings. With 70 team of multidisciplinary engineers, TERAO is a leading independent French green building engineering company active in Asia since 2008 and worldwide. TERAO has offices in South-East Asia, in Ho Chi Minh, Singapore or Kuala Lumpur.

Terao operates on the whole building life cycle, from design (green building specifications, energy efficiency design and calculation, etc.) to operation and maintenance (energy audits, certifications in operation, ...).

Since 2022, TERAO joined ATIXIS, an Engineering and Project Management group. Atixis provides support to major clients on strategic construction projects for buildings in the service sector (offices, corporate headquarters, etc.), public buildings (hotels, schools, museums, historic monuments, etc.), healthcare (hospitals, retirement homes, etc.), industrial buildings (warehouses, data centres, etc.), energy (nuclear, gas, thermal, renewables, etc.). Atixis is headquartered in Paris & has offices in Asia since 2017, in Ho Chi Min City.

TERAO capabilities include the following:

- Sustainable Design Solutions for new constructions and renovations
- Environmental Certification Management for new construction and existing buildings (LEED, , BREEAM, HQE, WELL, etc.)
- Building Simulations (Thermal Modeling, Daylight Simulations, CFD, Wind Modeling, etc.)
- Energy Performance Contracts
- Energy Audits
- Confort Improvement Audits
- Specific Studies (Carbon Footprint Study, Life Cycle Assessment, etc.)
- Operation Optimization (ISO 50001, Energy Management & Reporting, etc.)

ATIXIS Capabilities:

- MEP Engineering
- Structure Engineering
- Project Management
- BIM Modeling

Job responsibility:

- Develop the activities of TERAO in Vietnam.
- Main focuses will be on Real Estate Sector. Secondary sectors could be Hospitality, Industrial or Retail.

- In charge of the full BD process in the targeted markets: Identification of potential clients, setting up of key meetings, identification of opportunities, proposal set up in collaboration with the Operation Manager & negotiation with support of the Asia Managing Director.
- Redirect business opportunities to sister company, Atixis. In collaboration with Atixis team.
- Bidding Management / Closely follow the process, gather documentation from different stakeholders with support of Regional Admin Staff. Respect deadlines.
- Sales data input in various systems such as CRM and databases.
- Support on BtoB Event organization and participation. Be active in several business associations.

Requirements

- University/Business School degree in Business/Marketing, Engineers with sales/marketing experience
- Required profile: at least 3 years sales experience of technical services to Real Estate Sector. Ideally providing **Building or/and Energy/Sustainability related Services. Coming from such type of company:**
 - ✓ **Energy Service or Solution Company**
 - ✓ **Green Building Consultancy**
 - ✓ **Engineering company, either construction or process**
 - ✓ **Technical FM services**
- Already in Vietnam
- Understanding of “Key Account Management” Concept – Has in his/her own portfolio of clients international & local Key accounts.
- Proven experience in similar positions – must be in control of > 80% of the tasks listed above.
- Good level of English, both written/spoken.
- Solid experience in the use of MS Office
- Familiar with CRM tools
- Autonomous, Organized, with good command of time & priority management
- Open-minded personality with a strong desire to learn
- Ability to work within an international and multicultural team
- Willing to travel regularly.
- Interest in the Sustainability industry is a must

Benefits

- Competitive salary package
- 13th-month salary and Tet holiday bonus
- Performance-based salary reviews every 6 months
- Full social insurance in line with local labor laws
- 15 days of paid annual leave
- Additional allowances for holidays, birthdays, weddings, and other personal events
- Regular team-building activities and company trips
- Dynamic, young, and talented team environment
- High career growth potential in a fast-growing company
- Complimentary snacks, tea, and coffee for regular breaks

If you are interested, please send your resume to: glemoinescelles@teraoasia.com, ale@atixis.com