

## Delivery Manager (Japan Market) Hot

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Company: Techvify Software

Location: Central Coast

Category: other-general

TECHVIFY Software is a Global AI & Software Solutions company based in Hanoi, Danang & Japan. We are achieving rapid growth from 1 – 200 FTE in 4 years with a young, enthusiastic leadership team and saying no to Office Politics. The primary market since its establishment is the English-speaking market; customers are mainly from Singapore, Australia, US & EU (accounting for 85% of the company's revenue). The group's vision is to become the top technology enterprise in Vietnam and the region regarding quality and software solutions, reaching 3,000 FTE for IT Services. Seeing that Japan is and will still be a key market for Vietnamese businesses, which can promote and create a leap for the group to achieve its goals, the group has invested in opening a branch in Japan (Fukuoka) in 2021 and started reaping the rewards of large customers, partners, and projects from this market. Therefore, the group is looking for a suitable person to share responsibility and carry out that mission together as the Delivery Manager in the Japan market (can join BOD/founding team).

**Responsibilities** As a Delivery Manager, you will be responsible for: Develop the new Software Delivery Group from scratch and focus on the Japanese market, including building resources, strategy & plan, and executing it. Responsible for the group's business plan, PnL & growing unit. Support pre-sales activities, ability to be hands-on in technical solutions & consulting directly to customers/ leads. Managing group budgets and resources effectively  
Overseeing project teams and ensuring timely delivery of software solutions Building and maintaining solid relationships with clients, stakeholders, and team members Report to BOD.

**Requirements** To be considered for this position, we require: Bachelor's degree in Computer Science or a related field Minimum of 8 years of experience in software outsourcing, with at

least two years in a delivery management role for the Japanese market. Fluent in Japanese (N2 level or higher, confident speaking skill) Strong leadership and project management skills Excellent communication and interpersonal skills Why Join Us? TECHVIFY is dedicated to delivering high-quality software solutions to global clients, and we seek someone who shares our passion for excellence. As a Delivery Manager, you can lead a team of talented professionals and work with cutting-edge technologies. Attractive Salary package (negotiable) plus revenue-based commission of 0.8 – 1.2% Opportunity to join BOD and start a new business for the Japanese market as a founding team with a stock-share ability of up to 10%. You can find your career vision & passion here rather than just a job. How to Apply To apply for this position, please submit your resume and cover letter. We thank all applicants for their interest, but only qualified candidates will be contacted for an interview. – Email: REC team: – CEO LinkedIn: (Harry (HIEU) Nguyen | LinkedIn()) Delivery Manager (Japan Market) V? trí b?n quan tâm Junior AI Engineer Mid/Senior React Native Developer Junior Java Engineer Mid/Senior Java Developer Mid-Senior Nodejs Developer Junior/Mid-level .NET Software Engineer Junior /Middle Business Analyst Financial Assistant (Onsite) Junior ReactJS Developer Intern Golang Developer Senior IT Content Creator (Onsite/ Remote) Accountant Intern Middle Office Administrator Human Resource Manager (HRM) Middle/Senior Quality Assurance ReactJS Developer Middle ReactJS Developer (Junior/Mid) Digital Marketing Executive Delivery Manager (Japan Market) Recruitment Lead Senior FullStack Developer Đà Nẵng Senior Flutter (Mobile) Golang Developer (Senior/Lead) Fresher Golang Solution Architect Bridge Engineer (BrSE) - Hà Nội Digital Marketing Lead (Onsite/Remote) Sales Manager (Hanoi & HCMC) Business Development Interns (Hanoi & HCMC) Senior Sales Executive (Global Market) Senior Developer DevOps Engineer Process Quality Assurance (PQA) Mid/Senior Java Developer (Japan) Senior/ Middle C# Developer (Japan) Senior/ Middle C/C++ Developer (Japan) IT Project Manager Senior Sales Executive (Japan Market) Senior Java Developer Mid-Senior Java Developer Java Technical Leader Bridge Engineer (BrSE) - Japan Senior .NET /C# Developer Middle/Senior Python Developer Performance Marketing Specialist Sales Assistant (Graduate - Junior) Senior Developer Senior ReactJs Developer PHP Team Leader Senior PHP Developer Chuyên Viên IT Recruiter Junior PHP Developer Automation QA Senior Business Analyst (BA) V? trí khác Delivery Manager (Japan Market) V? trí b?n quan tâm Junior AI Engineer Mid/Senior React Native Developer Junior Java Engineer Mid/Senior Java Developer Mid-Senior Nodejs Developer Junior/Mid-level .NET Software Engineer Junior /Middle Business Analyst Financial

Assistant (Onsite) Junior ReactJS Developer Intern Golang Developer Senior IT Content Creator (Onsite/ Remote) Accountant Intern Middle Office Administrator Human Resource Manager (HRM) Middle/Senior Quality Assurance ReactJS Developer Middle ReactJS Developer (Junior/Mid) Digital Marketing Executive Delivery Manager (Japan Market) Recruitment Lead Senior FullStack Developer Đà Nẵng Senior Flutter (Mobile) Golang Developer (Senior/Lead) Fresher Golang Solution Architect Bridge Engineer (BrSE) - Hà Nội Digital Marketing Lead (Onsite/Remote) Sales Manager (Hanoi & HCMC) Business Development Interns (Hanoi & HCMC) Senior Sales Executive (Global Market) Senior Developer DevOps Engineer Process Quality Assurance (PQA) Mid/Senior Java Developer (Japan) Senior/ Middle C# Developer (Japan) Senior/ Middle C/C++ Developer (Japan) IT Project Manager Senior Sales Executive (Japan Market) Senior Java Developer Mid-Senior Java Developer Java Technical Leader Bridge Engineer (BrSE) - Japan Senior .NET /C# Developer Middle/Senior Python Developer Performance Marketing Specialist Sales Assistant (Graduate - Junior) Senior Developer Senior ReactJs Developer PHP Team Leader Senior PHP Developer Chuyên Viên IT Recruiter Junior PHP Developer Automation QA Senior Business Analyst (BA) Vị trí khác #J-18808-Ljbfrr

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