



JAC Recruitment

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Vietnam



PR/094839 | Senior Sales Manager – Textile Machinery

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1541521

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

July 1st, 2025 06:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

We are looking for a highly experienced Senior Sales Manager to drive textile machinery sales in South Vietnam.

JOB RESPONSIBILITIES

Sales Strategy & Market Expansion

- Develop and implement sales strategies to achieve revenue and growth targets
- Identify and pursue new business opportunities while maintaining strong relationships with existing clients
- Conduct market research to understand customer needs and competitive positioning

Customer & Stakeholder Management

- Build and maintain long-term partnerships with key industry players, decision-makers, and stakeholders.
- Conduct regular visits, follow-ups, and negotiations to ensure customer satisfaction and business growth.

Technical & Business Consultation

- Provide expert advice on textile machinery solutions, offering technical presentations and product demonstrations.
- Lead negotiations to secure profitable deals while ensuring long-term business sustainability.

Offer & Contract Preparation

- Prepare competitive offers, manage contract negotiations, and ensure timely execution.
- Lead negotiations to secure profitable deals while ensuring long-term business sustainability.
- Handle tenders professionally, ensuring accuracy and compliance with requirements.

Manufacturer Coordination

- Serve as the key liaison between customers and machinery manufacturers (Rieter, Iteima, Thies, Andritz LaRoche).
- Ensure smooth transactions, timely order execution, and after-sales support, addressing any operational challenges.

Industry Engagement & Brand Promotion

- Represent the company at trade fairs, exhibitions, and networking events to enhance visibility and establish strong industry connections.
- Promote company offerings through strategic marketing initiatives.

Manufacturer Coordination

- Act as a bridge between customers and manufacturers (Rieter, Iteima, Thies, Andritz LaRoche) to ensure smooth transactions and service support.

Reporting & Market Analysis

- Regularly compile and present market updates, sales performance reports, and industry forecasts.
- Analyze key sales trends and competitor activities to provide strategic recommendations for business development.
- Maintain detailed reports in the CRM system to ensure transparency and data-driven decision-making.

JOB REQUIREMENTS

Education / Experience

- Degree in Engineering, Business Administration, or Textile Technology (or equivalent experience).
- Minimum 5 years of experience in textile machinery sales or a related field.
- Strong network in the textile industry and existing customer relationships.

Technical & Job-Specific Skills

- In-depth knowledge of cotton spinning, weaving, dyeing, and textile recycling machinery.
- Strong negotiation and sales skills.
- Experience with tender processes and contract negotiations.
- Proficiency in CRM systems and Microsoft Office (Excel, Word, PowerPoint).

Languages

- Fluent in English and Vietnamese (additional languages are a plus).

Competencies & Soft Skills

- Excellent communication and interpersonal skills.
- Proactive, result-driven, and solution-oriented mindset.
- Ability to work independently and manage multiple tasks effectively.
- Strong analytical and strategic thinking skills.

SALARY AND BENEFITS

- Competitive Salary – negotiable based on experience
- Telephone allowance
- Parking lot free
- Full Coverage of Compulsory Insurance
- Healthcare & Accident Insurance
- Exciting Company Events – including annual trips, a year-end party, and celebrations for Christmas and birthdays
- 13th-month salary + annual performance bonus
- 18 days annual leave, 6 paid sick leave and 1 paid leave for Christmas Day
- Supportive, friendly & fair working environment
- Commitment to Work-Life Balance

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Company Description