



PR/095502 | Head of Sales - APAC (industrial equipment)

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1572899

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

March 3rd, 2026 04:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Regional Head of Sales – APAC

Location: Remote (within Vietnam)

Company and Job Overview

Our client is a global leader in specialist fire detection/firefighting solutions. We are seeking a Head of Sales to drive growth and strengthen our presence across APAC.

You will lead efforts to expand sales, build strong client relationships, and increase brand awareness for specialist fire detection solutions. The position involves developing tailored strategies for diverse markets, managing distributors, and identifying new business opportunities across Asia.

Job Responsibilities

- Achieve sales targets and grow market share in APAC.
- Develop and execute regional sales strategies.

- Build and maintain client relationships; identify new opportunities.
- Coordinate marketing campaigns and manage distributors.
- Provide technical product training and post-sales support.
- Attend industry events and travel across the region.

Job Requirements

- Proven experience in B2B sales and marketing (industrial sector preferred).
- 5+ years in fire detection or similar industry (preferred).
- Strong technical sales skills and IT competency.
- Fluent in English and at least one Southeast Asian language.
- Ability to work independently and travel regionally.

Benefits

- Generous annual leave plus public holiday.
- Annual bonus scheme.
- International travel and training opportunities.
- Extensive scope covering Asia

#LI-JACVN

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Company Description