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JAC Recruitment Vietnam

PR/095548 | Head of Asia Sales

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1575500

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

February 3rd, 2026 11:54

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

Key Responsibilities:

Lead and grow the company's B2B specification sales across Asian countries:

- Own regional revenue, margin, and pipeline.
- Lead multi-country sales teams and enforce performance standards.
- Drive specification-led sales with architects, designers, and developers.
- Maintain strong CRM discipline, forecasting, and pipeline accuracy.
- Deliver clear, data-driven presentations to leadership.
- Align regional activities with Asia strategy and collaborate cross-functionally.

Key Requirements:

- Senior sales leadership in construction/architectural/specification-led B2B.
- Experience managing multi-country teams and long-cycle project pipelines.
- Strong CRM, forecasting, and process-driven leadership.
- Excellent communication and cross-cultural management skills.
- International or Southeast Asia experience preferred.

Success Measures:

- Strong pipeline visibility and conversion.
- Consistent sales cadence and CRM adoption.
- Revenue and margin targets achieved.
- Effective partnership with Regional Director.

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Company Description