



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.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.vn/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.vn/terms-of-use>

Company Description