



PR/095768 | [HCMC / Remote full-time] Operations Sales Manager

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1586544

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Hong Kong

Salary

Negotiable, based on experience

Refreshed

May 26th, 2026 07:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company Overview Our client is a regional company operating in the Sales Operations / BPO / Financial Services sector, with its Head Office based in Hong Kong and operations across multiple markets in Southeast Asia.

As part of its expansion plan to establish a new office in Vietnam, the company is currently seeking experienced candidates for an Operations Sales Manager role to support the setup, management, and scaling of local sales operations.

Job Description

- Drive monthly and quarterly sales revenue targets
- Manage end-to-end sales operations, including lead handling, conversion funnels, and daily floor performance
- Oversee floor operations to ensure productivity, discipline, and SLA compliance

- Lead, train, and manage sales teams and team leaders
- Track KPIs, analyze performance metrics, and optimize sales processes
- Coordinate with internal stakeholders to ensure smooth operations and compliance

Requirements

- 5–10 years of experience in sales operations, inside sales, or revenue-focused environments
- Proven track record of achieving and exceeding sales targets
- Strong experience in floor management and large team leadership
- Solid understanding of sales funnels, KPI management, and performance optimization
- Good communication skills in English

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Company Description