



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

April 28th, 2026 08:00

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

#LI-JACVN

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