



PR/095746 | [HN] Sales Manager

## Job Information

**Recruiter**

JAC Recruitment Vietnam Co., Ltd

**Job ID**

1592842

**Industry**

Business Consulting

**Job Type**

Permanent Full-time

**Location**

United Arab Emirates

**Salary**

Negotiable, based on experience

**Refreshed**

May 19th, 2026 11:15

## 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

### OVERVIEW

Location: Hanoi

A well established, international events and exhibitions organization is looking for a Sales Manager – Exhibitions to drive revenue growth through strategic account management and new business development.

### JOB RESPONSIBILITIES

- Manage and grow a portfolio of key accounts with five and six figure contract values.
- Build strong, consultative relationships with senior level decision makers.

- Consistently achieve and exceed personal and event level revenue targets.
- Identify client objectives and develop tailored sponsorship and exhibition solutions.
- Proactively source new business opportunities and convert them into long term partnerships.
- Collaborate closely with internal teams including marketing, content, and operations to ensure smooth execution.
- Support and mentor less experienced sales team members when needed.
- Attend events onsite to manage exhibitor and sponsor relationships and ensure contractual delivery.
- Stay up to date with industry trends, market developments, and customer needs.

#### **JOB REQUIREMENTS AND PREFERRED QUALITIES**

- 6+ years of experience in B2B sales within conferences, exhibitions, or event sponsorship.

Proven ability to close high value deals and

- Solid commercial mindset with strong negotiation, presentation, and proposal writing skills.
- Experience working directly with senior stakeholders and large corporate clients
- Ability to manage sales pipelines, forecasting, and CRM systems effectively.
- Strong track record of meeting or exceeding ambitious revenue targets.
- Proven ability to close high value deals and manage complex sales cycles.
- Experience working in international or multi cultural environments

#### **BENEFITS**

- Competitive base salary with performance based incentives.
- Opportunity to work on large scale, international exhibitions with high profile clients.
- Clear exposure to senior stakeholders and future leadership opportunities.
- Professional, collaborative, and performance driven working environment.
- Long term career growth within an established global business.

Due to the volume of applications, only shortlisted candidates will be contacted. Thank you for your interest.  
#LI-JACVN

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#### **Company Description**