

PR/095746 | [HN] Sales Manager

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1599127

Industry
Business Consulting

Job Type
Permanent Full-time

Location
United Arab Emirates

Salary
Negotiable, based on experience

Refreshed
November 15th, 2026 07:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Fluent Level

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