



PR/095981 | Sales Director(Asia Regional Head)

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1599224

Industry

Amusement, Entertainment

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

September 6th, 2026 03:00

General Requirements

Minimum Experience Level

Over 10 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

Position Overview

This role is created to accelerate growth and build a strong regional organization across Asia. The Sales Director (Asia Regional Head) will oversee and expand sales operations across key markets, including China, Japan, Korea, Vietnam, and Indonesia.

Key Responsibilities

- Drive revenue growth and market expansion across Asia
- Oversee sales operations in China, Japan, Korea, Vietnam, and Indonesia
- Manage and optimize distributor networks
- Develop and execute regional strategies (B2B with future B2C expansion)
- Build and lead a regional team (6–7 hires over 2–3 years)
- Strengthen distributor governance and improve visibility
- Build strategic partnerships across markets
- Collaborate closely with China office and US headquarters
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Coordinate with supply chain and manufacturing teams in China

Travel across Asia as required (Vietnam, China, Korea, etc.)

Candidate Profile

- 15–20 years of sales experience with regional or global exposure

- Strong leadership and team-building track record
- Proven experience managing distributors and driving business growth
- Ability to bridge Western and Asian business cultures
- Fluent in English (Asian language skills are a plus)

Company Highlights

- US-headquartered company established in 1994
- Market leader with strong innovation track record
- 30% growth achieved over the past 5 years
- Recent expansion through European acquisitions
- Asia identified as a key growth engine

Compensation & Work Style

- Competitive and flexible compensation package
- Base salary plus performance bonus

- Remote and flexible working environment

Reporting Line

This role reports directly to the Chief Operating Officer (COO).

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Company Description