



PR/096077 | 【Leading international logistics company】 Taiwanese / Chinese Sales Manager

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1604964

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 13:00

General Requirements

Minimum Experience Level

Over 3 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

About the Role

Our client is looking for an experienced Chinese/Taiwanese Sales Manager to develop and expand the company's customer base among Chinese and Taiwanese manufacturers in Vietnam. This position plays a key role in driving growth in Northern Vietnam, especially in industrial zones such as Bac Ninh and surrounding manufacturing hubs.

The selected candidate will lead a local sales team while focusing on both business development and strategic account management.

Key Responsibilities

- Develop new business opportunities with Chinese and Taiwanese companies operating in Vietnam.
- Maintain and grow relationships with existing accounts.
- Focus on market expansion in Bac Ninh and other key industrial zones in Northern Vietnam.

- Identify customer logistics needs and propose tailored solutions.
- Conduct regular client visits and business development activities.
- Lead and manage a sales support/operations team of 2-3 staff.
- Monitor market trends and competitor activities.
- Work closely with operations and management teams to ensure customer satisfaction.

Requirements

- Native Mandarin Chinese speaker or Taiwanese nationality preferred.
- Minimum 3-5 years of sales experience.
- At least 1-2 years of logistics, freight forwarding, or supply chain sales experience.
- Proven track record in developing Chinese/Taiwanese customer accounts in Vietnam.
- Strong business development and relationship management skills.
- Fluent English communication skills.
- Preference for candidates already based in Hanoi.
- Previous leadership experience is an advantage.

Team Structure

- Chinese/Taiwanese Sales Team: 4-5 members.
- Team includes one Taiwanese employee and several Vietnamese employees.
- Direct management responsibility for 2-3 operational support staff.

Focus Markets

- Chinese manufacturers in Vietnam
- Taiwanese manufacturers in Vietnam
- Electronics, manufacturing, industrial production, and supporting industries

Strong focus on new business development and market expansion

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Company Description