

PR/095827 | [Exhibition] Sales Executive

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1605644

Industry
Business Consulting

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 19:00

General Requirements

Minimum Experience Level
Over 3 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
The company is an event and exhibition organiser spanning different countries

JOB RESPONSIBILITIES

- Consistently meet and surpass established targets for personal revenue and profitability.
- Drive business expansion by identifying and pursuing new prospects utilizing social media platforms, networking strategies, and cold outreach.
- Foster and expand commercial partnerships with current accounts by effectively managing existing relationships.

- Facilitate initial consultations with potential clients to thoroughly analyze and understand their specific business requirements.
- Successfully navigate objections, resolve complaints, and drive contract negotiations to final closure.
- Create and present tailored service proposals and compelling product presentations to target audiences.
- Provide robust on-site support during industry events, ensuring that sponsor and exhibitor contracts are executed flawlessly and client needs are met.
- Work cohesively with internal marketing and editorial teams to ensure unified operations and maximize overall outcomes.
- Continuously monitor market dynamics and consume relevant industry publications to deliver informed value propositions to clients.

JOB REQUIREMENTS

- Fluency in English
- 2+ years experience in B2B exhibition sales and sponsorship
- Proven track record of maintaining high call volumes alongside exceptional telephone communication skills.
- Adept at navigating social media ecosystems and actively building professional networks.
- Strong capability in writing proposals, managing budgets, and handling contract administration.
- Prior experience leveraging CRM databases, such as Salesforce, to execute both targeted and broad sales initiatives.
- Be able to cross and up sell opportunities and products.
- Demonstrated ability to identify up-selling and cross-selling opportunities while prioritizing mutually beneficial agreements.

BENEFITS

- Competitive salary with bonuses and incentives
- Premium social insurance
- Opportunities for professional development and training
- Potential for career growth within a global organization
- Access to comprehensive on-the-job training and resources tailored to refine your sales techniques.
- An empowering work culture where individuals take ownership of their professional development and performance.

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