



PR/096201 | Sales Director

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1609886

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

September 1st, 2026 10:41

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

Company Overview

A company in the business and sales industry is hiring for a Sales Director position. This is a senior leadership opportunity for an experienced sales professional to shape nationwide growth strategies, strengthen sales operations, develop high-performing teams, and drive sustainable revenue growth across multiple regions.

Job Description

- Develop and implement long-term nationwide business strategies aligned with the company's vision and objectives.
- Design, issue, and adjust sales policies, pricing, discounts, and distribution models based on regional market needs.
- Take full accountability for nationwide revenue performance while supervising and optimizing sales operations across all regions.

- Lead market research and expansion initiatives, using market data, customer trends, and consumer behavior to identify new revenue opportunities.
- Build strategic relationships with key clients, partners, and industry associations to support market development.
- Lead, inspire, and develop Sales Managers and the wider salesforce while establishing a professional, results-driven sales culture.
- Collaborate with Marketing, Product, and Operations, advise the CEO and BOD on critical business decisions, and provide regular reports on revenue, profitability, market share, and strategic outcomes.

Qualifications

- Minimum 15 years of experience in business, B2B, or B2C sales, including at least 8 years in senior leadership roles such as Sales Director, Head of Sales, or equivalent.
- Strong strategic thinking and expertise in developing sales policies and market development models.
- Exceptional communication, persuasion, and high-level negotiation skills.
- Strong business analytics capabilities and sharp sensitivity to market changes.
- Ability to work effectively under pressure and consistently deliver strong growth results.
- Fluency in English with strong English presentation skills.
- Inspirational leadership and a performance-oriented mindset.
- Strong change management, innovation, decision-making, and risk management capabilities.
- Ability to work effectively in diverse, multi-regional environments.
- Bachelor's Degree or higher, preferably in Business Administration, Marketing, Finance, or related fields.
- MBA or advanced executive certifications are highly preferred.

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