

PR/096266 | Senior Sales Manager

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1614625

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Singapore

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 14:00

General Requirements

Minimum Experience Level
Over 6 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

Company Overview

A company in the networking devices and IoT solutions industry is hiring for a Senior Sales Manager to drive sales growth, strengthen partner relationships, and expand market presence.

Job Description

- Manage and grow relationships with SMB, distributor, reseller, and partner accounts.
- Achieve sales targets and strategic objectives.
- Drive partner programs, account plans, and loyalty initiatives.
- Organize partner training, tradeshows, and product launches.

- Monitor competitor pricing, products, and programs.
- Provide sell-through reports and support marketing initiatives.

Qualifications

- Bachelor’s degree in Computer Science, Business Administration, Sales, or related field.
- 3 to 5 years of experience in channel sales or business development within networking hardware.
- Experience with distributors, resellers, value-added resellers, and system integrator or surveillance projects.
- Strong knowledge of routers, switches, access points, and related networking hardware.
- P&L management experience and a results-driven mindset.
- Strong leadership, organizational, communication, and presentation skills.
- Good English communication skills; Mandarin is an advantage.
- Cisco certification such as CCDP, CCNP, or CCIE is an advantage.

#LI-JACVN

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Company Description