



JAC Recruitment

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JAC Recruitment Vietnam

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

September 29th, 2026 10:38

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, tradeshow, 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