

PR/096337 | Sales Manager

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1618512

Industry
Other

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 10:00

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

Company Overview

Our client is a leading international organization delivering business platforms, industry networks, and commercial solutions across multiple sectors globally. The company offers a dynamic, high-performance environment with strong career growth opportunities.

Location

Hanoi, Vietnam

Job Purpose

The Sales Manager will be responsible for driving new business acquisition and revenue growth through a consultative B2B

sales approach. The role focuses heavily on hunting, identifying new opportunities, building commercial partnerships, and securing long-term contracts with corporate clients in the Manufacturing and Education sectors.

This position is suitable for candidates with a strong new business development mindset and proven success in achieving individual sales targets. Experience in exhibitions, events, sponsorship, media, or conferences is highly appreciated but not mandatory.

Key Responsibilities

New Business Development

- Identify, prospect, and acquire new B2B clients through cold calling, networking, referrals, social selling, and market mapping.
- Build and maintain a robust sales pipeline with consistent opportunity generation.
- Drive revenue growth through new customer acquisition and expansion opportunities.
- Conduct high-volume outbound sales activities to generate meetings and business opportunities.

Consultative Sales & Client Management

- Understand clients' business objectives and provide tailored commercial solutions.
- Prepare and present proposals, partnership packages, and value propositions.
- Lead commercial discussions, negotiations, and contract closure.
- Develop strong relationships with decision-makers and senior stakeholders.

Pipeline & CRM Management

- Maintain accurate pipeline tracking and forecasting using Salesforce CRM or similar systems.
- Monitor sales performance metrics, conversion rates, and forecast revenue.
- Ensure all sales activities and client interactions are properly recorded.

Market Development

- Develop market intelligence on industry trends, customer needs, and competitor activities.
- Identify growth opportunities within Manufacturing and Education sectors.
- Continuously strengthen industry networks and business relationships.

Cross-functional Collaboration

- Work closely with marketing and operational teams to ensure successful delivery of commitments.
- Support customer retention and account growth initiatives.

Industry Representation

- Represent the company at industry events, conferences, client meetings, and networking functions.
- Leverage market exposure to generate commercial opportunities.

Job Requirements

Experience

- Minimum 4-6 years of successful B2B sales or business development experience.
- Strong hunter profile with demonstrated success in new client acquisition and revenue generation.
- Proven track record of consistently achieving or exceeding sales targets.
- Experience discussing individual sales performance, revenue achievements, pipeline value, and conversion rates.

- Experience selling solutions, services, sponsorship, media, recruitment services, financial services, insurance, advertising, events, exhibitions, or other B2B commercial products.
- Experience serving clients in Manufacturing and/or Education sectors is strongly preferred.
- Exhibition, conference, event, or sponsorship sales experience is a significant advantage but not mandatory.

Skills & Competencies

- Excellent business development and consultative selling skills.
- Strong commercial negotiation and closing capability.
- Ability to manage multiple opportunities simultaneously.
- Strong presentation and proposal-writing skills.
- Experience using Salesforce CRM or equivalent CRM platforms.
- Excellent stakeholder management and relationship-building skills.
- Strong analytical skills with the ability to manage pipeline and forecast revenue effectively.

Language

- Fluent English communication skills (both written and spoken).
- Confident in conducting client meetings, negotiations, presentations, and commercial discussions with international stakeholders.
- Ability to negotiate medium to large-scale commercial contracts in English.

Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.
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Company Description