



JAC Recruitment

ベトナムの求人なら
JAC Recruitment Vietnam

PR/094839 | Senior Sales Manager – Textile Machinery

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1549506

業種

その他（メーカー）

雇用形態

正社員

勤務地

ベトナム

給与

経験考慮の上、応相談

更新日

2025年08月19日 04:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

COMPANY OVERVIEW

We are looking for a highly experienced Senior Sales Manager to drive textile machinery sales in South Vietnam.

JOB RESPONSIBILITIES

Sales Strategy & Market Expansion

- Develop and implement sales strategies to achieve revenue and growth targets
- Identify and pursue new business opportunities while maintaining strong relationships with existing clients
- Conduct market research to understand customer needs and competitive positioning

Customer & Stakeholder Management

- Build and maintain long-term partnerships with key industry players, decision-makers, and stakeholders.
- Conduct regular visits, follow-ups, and negotiations to ensure customer satisfaction and business growth.

Technical & Business Consultation

- Provide expert advice on textile machinery solutions, offering technical presentations and product demonstrations.
- Lead negotiations to secure profitable deals while ensuring long-term business sustainability.

Offer & Contract Preparation

- Prepare competitive offers, manage contract negotiations, and ensure timely execution.
- Lead negotiations to secure profitable deals while ensuring long-term business sustainability.
- Handle tenders professionally, ensuring accuracy and compliance with requirements.

Manufacturer Coordination

- Serve as the key liaison between customers and machinery manufacturers (Rieter, Iteima, Thies, Andritz LaRoche).
- Ensure smooth transactions, timely order execution, and after-sales support, addressing any operational challenges.

Industry Engagement & Brand Promotion

- Represent the company at trade fairs, exhibitions, and networking events to enhance visibility and establish strong industry connections.
- Promote company offerings through strategic marketing initiatives.

Manufacturer Coordination

- Act as a bridge between customers and manufacturers (Rieter, Iteima, Thies, Andritz LaRoche) to ensure smooth transactions and service support.

Reporting & Market Analysis

- Regularly compile and present market updates, sales performance reports, and industry forecasts.
- Analyze key sales trends and competitor activities to provide strategic recommendations for business development.
- Maintain detailed reports in the CRM system to ensure transparency and data-driven decision-making.

JOB REQUIREMENTS

Education / Experience

- Degree in Engineering, Business Administration, or Textile Technology (or equivalent experience).
- Minimum 5 years of experience in textile machinery sales or a related field.
- Strong network in the textile industry and existing customer relationships.

Technical & Job-Specific Skills

- In-depth knowledge of cotton spinning, weaving, dyeing, and textile recycling machinery.
- Strong negotiation and sales skills.
- Experience with tender processes and contract negotiations.
- Proficiency in CRM systems and Microsoft Office (Excel, Word, PowerPoint).

Languages

- Fluent in English and Vietnamese (additional languages are a plus).

Competencies & Soft Skills

- Excellent communication and interpersonal skills.
- Proactive, result-driven, and solution-oriented mindset.
- Ability to work independently and manage multiple tasks effectively.
- Strong analytical and strategic thinking skills.

SALARY AND BENEFITS

- Competitive Salary – negotiable based on experience
- Telephone allowance
- Parking lot free
- Full Coverage of Compulsory Insurance
- Healthcare & Accident Insurance
- Exciting Company Events – including annual trips, a year-end party, and celebrations for Christmas and birthdays
- 13th-month salary + annual performance bonus
- 18 days annual leave, 6 paid sick leave and 1 paid leave for Christmas Day
- Supportive, friendly & fair working environment
- Commitment to Work-Life Balance

#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.

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Terms and Conditions Link: <https://www.jac-recruitment.vn/terms-of-use>

会社説明