



PR/095502 | Head of Sales - APAC (industrial equipment)

#### 募集職種

##### 人材紹介会社

JAC Recruitment Vietnam Co., Ltd

##### 求人ID

1572899

##### 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

2026年02月17日 11:01

#### 応募必要条件

##### 職務経験

6年以上

##### キャリアレベル

中途経験者レベル

##### 英語レベル

流暢

##### 日本語レベル

無し

##### 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

##### Regional Head of Sales – APAC

Location: Remote (within Vietnam)

#### Company and Job Overview

Our client is a global leader in specialist fire detection/firefighting solutions. We are seeking a Head of Sales to drive growth and strengthen our presence across APAC.

You will lead efforts to expand sales, build strong client relationships, and increase brand awareness for specialist fire detection solutions. The position involves developing tailored strategies for diverse markets, managing distributors, and identifying new business opportunities across Asia.

#### Job Responsibilities

- Achieve sales targets and grow market share in APAC.
- Develop and execute regional sales strategies.

- Build and maintain client relationships; identify new opportunities.
- Coordinate marketing campaigns and manage distributors.
- Provide technical product training and post-sales support.
- Attend industry events and travel across the region.

### Job Requirements

- Proven experience in B2B sales and marketing (industrial sector preferred).
- 5+ years in fire detection or similar industry (preferred).
- Strong technical sales skills and IT competency.
- Fluent in English and at least one Southeast Asian language.
- Ability to work independently and travel regionally.

### Benefits

- Generous annual leave plus public holiday.
- Annual bonus scheme.
- International travel and training opportunities.
- Extensive scope covering Asia

#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.

Privacy Policy Link: <https://www.jac-recruitment.vn/privacy-policy>

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

---

会社説明