



PR/095548 | Head of Asia Sales

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1575500

業種

土木

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03日 11:54

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

Key Responsibilities:

Lead and grow the company's B2B specification sales across Asian countries:

- Own regional revenue, margin, and pipeline.
- Lead multi-country sales teams and enforce performance standards.
- Drive specification-led sales with architects, designers, and developers.
- Maintain strong CRM discipline, forecasting, and pipeline accuracy.
- Deliver clear, data-driven presentations to leadership.
- Align regional activities with Asia strategy and collaborate cross-functionally.

Key Requirements:

- Senior sales leadership in construction/architectural/specification-led B2B.
- Experience managing multi-country teams and long-cycle project pipelines.
- Strong CRM, forecasting, and process-driven leadership.
- Excellent communication and cross-cultural management skills.
- International or Southeast Asia experience preferred.

Success Measures:

- Strong pipeline visibility and conversion.
- Consistent sales cadence and CRM adoption.
- Revenue and margin targets achieved.
- Effective partnership with Regional Director.

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