



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03月03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

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.

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会社説明