



PR/095746 | [HN] Sales Manager

#### 募集職種

##### 人材紹介会社

JAC Recruitment Vietnam Co., Ltd

##### 求人ID

1585903

##### 業種

ビジネスコンサルティング

##### 雇用形態

正社員

##### 勤務地

UAE

##### 給与

経験考慮の上、応相談

##### 更新日

2026年04月07日 10:49

#### 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

#### OVERVIEW

Location: Hanoi

A well established, international events and exhibitions organization is looking for a Sales Manager – Exhibitions to drive revenue growth through strategic account management and new business development.

#### JOB RESPONSIBILITIES

- Manage and grow a portfolio of key accounts with five and six figure contract values.
- Build strong, consultative relationships with senior level decision makers.

- Consistently achieve and exceed personal and event level revenue targets.
- Identify client objectives and develop tailored sponsorship and exhibition solutions.
- Proactively source new business opportunities and convert them into long term partnerships.
- Collaborate closely with internal teams including marketing, content, and operations to ensure smooth execution.
- Support and mentor less experienced sales team members when needed.
- Attend events onsite to manage exhibitor and sponsor relationships and ensure contractual delivery.
- Stay up to date with industry trends, market developments, and customer needs.

#### **JOB REQUIREMENTS AND PREFERRED QUALITIES**

- 6+ years of experience in B2B sales within conferences, exhibitions, or event sponsorship.

Proven ability to close high value deals and

- Solid commercial mindset with strong negotiation, presentation, and proposal writing skills.
- Experience working directly with senior stakeholders and large corporate clients
- Ability to manage sales pipelines, forecasting, and CRM systems effectively.
- Strong track record of meeting or exceeding ambitious revenue targets.
- Proven ability to close high value deals and manage complex sales cycles.
- Experience working in international or multi cultural environments

#### **BENEFITS**

- Competitive base salary with performance based incentives.
- Opportunity to work on large scale, international exhibitions with high profile clients.
- Clear exposure to senior stakeholders and future leadership opportunities.
- Professional, collaborative, and performance driven working environment.
- Long term career growth within an established global business.

Due to the volume of applications, only shortlisted candidates will be contacted. Thank you for your interest.  
#LI-JACVN

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会社説明