

PR/095746 | [HN] Sales Manager

募集職種

人材紹介会社
JAC Recruitment Vietnam Co., Ltd

求人ID
1599127

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11月15日 07:00

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
流暢レベル

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

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