



ベトナムの求人なら
JAC Recruitment Vietnam

PR/096077 | 【Leading international logistics company】Taiwanese / Chinese Sales Manager

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1604964

業種

物流・倉庫

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09月08日 01:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

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

About the Role

Our client is looking for an experienced Chinese/Taiwanese Sales Manager to develop and expand the company's customer base among Chinese and Taiwanese manufacturers in Vietnam. This position plays a key role in driving growth in Northern Vietnam, especially in industrial zones such as Bac Ninh and surrounding manufacturing hubs.

The selected candidate will lead a local sales team while focusing on both business development and strategic account management.

Key Responsibilities

- Develop new business opportunities with Chinese and Taiwanese companies operating in Vietnam.
- Maintain and grow relationships with existing accounts.
- Focus on market expansion in Bac Ninh and other key industrial zones in Northern Vietnam.

- Identify customer logistics needs and propose tailored solutions.
- Conduct regular client visits and business development activities.
- Lead and manage a sales support/operations team of 2-3 staff.
- Monitor market trends and competitor activities.
- Work closely with operations and management teams to ensure customer satisfaction.

Requirements

- Native Mandarin Chinese speaker or Taiwanese nationality preferred.
- Minimum 3-5 years of sales experience.
- At least 1-2 years of logistics, freight forwarding, or supply chain sales experience.
- Proven track record in developing Chinese/Taiwanese customer accounts in Vietnam.
- Strong business development and relationship management skills.
- Fluent English communication skills.
- Preference for candidates already based in Hanoi.
- Previous leadership experience is an advantage.

Team Structure

- Chinese/Taiwanese Sales Team: 4-5 members.
- Team includes one Taiwanese employee and several Vietnamese employees.
- Direct management responsibility for 2-3 operational support staff.

Focus Markets

- Chinese manufacturers in Vietnam
- Taiwanese manufacturers in Vietnam
- Electronics, manufacturing, industrial production, and supporting industries

Strong focus on new business development and market expansion

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会社説明