



PR/096266 | Senior Sales Manager

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1614625

業種

ITコンサルティング

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2026年09月29日 10:38

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

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

Company Overview

A company in the networking devices and IoT solutions industry is hiring for a Senior Sales Manager to drive sales growth, strengthen partner relationships, and expand market presence.

Job Description

- Manage and grow relationships with SMB, distributor, reseller, and partner accounts.
- Achieve sales targets and strategic objectives.
- Drive partner programs, account plans, and loyalty initiatives.
- Organize partner training, tradeshow, and product launches.

- Monitor competitor pricing, products, and programs.
- Provide sell-through reports and support marketing initiatives.

Qualifications

- Bachelor's degree in Computer Science, Business Administration, Sales, or related field.
- 3 to 5 years of experience in channel sales or business development within networking hardware.
- Experience with distributors, resellers, value-added resellers, and system integrator or surveillance projects.
- Strong knowledge of routers, switches, access points, and related networking hardware.
- P&L management experience and a results-driven mindset.
- Strong leadership, organizational, communication, and presentation skills.
- Good English communication skills; Mandarin is an advantage.
- Cisco certification such as CCDP, CCNP, or CCIE is an advantage.

#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.

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会社説明