


# 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11月10日 06:00

## 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**
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, tradeshows, 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