

PR/096396 | Commercial Director

募集職種

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

求人ID
1621729

業種
その他

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11月10日 11:16

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

Location
Hanoi, Vietnam

Company and Job Overview
A global event organisation delivering large-scale international conferences and exhibitions that connect senior stakeholders and drive industry-wide collaboration.

Job Responsibilities

Define and implement business development strategies to achieve revenue objectives, profit targets, and long-term portfolio growth.
Expand revenue streams through exhibitor sales, sponsorship programs, strategic alliances, and new commercial offerings.
Explore untapped markets, monitor industry developments, and identify opportunities to broaden the event portfolio and customer base.
Lead and inspire the commercial team by setting clear goals, tracking performance metrics, and fostering a results-oriented culture.
Oversee business pipeline management, sales forecasting, and customer relationship management processes to maximize conversion rates.
Mentor team members, strengthen commercial capabilities, and drive continuous improvement across sales functions.
Establish and maintain strong relationships with key clients, sponsors, government agencies, trade associations, and international stakeholders.
Drive strategic collaborations and partnerships that enhance event positioning and create additional commercial opportunities.
Utilize market data, customer insights, CRM analytics, and emerging technologies to support business decisions and revenue generation initiatives.
Introduce innovative sponsorship concepts, digital solutions, and customer engagement models to strengthen competitive advantage.
Take ownership of revenue planning, pricing strategies, forecasting accuracy, and overall commercial performance.
Partner closely with marketing, operations, content, and finance teams to ensure successful event delivery and exceptional client experience.
Support portfolio development by aligning market demands, customer feedback, and business objectives to sustainable growth plans.

Job Requirements

- Extensive senior-level commercial leadership experience within exhibitions, trade shows, conferences, media, event management, or related B2B industries.
- Demonstrated ability to manage large-scale revenue portfolios and consistently deliver business expansion and profitability improvements.
- Proven success in securing new business opportunities, developing strategic partnerships, and handling complex contract negotiations.
- Strong experience leading, motivating, and developing high-performing commercial or sales teams.
- Solid understanding of financial planning, commercial analysis, budgeting, and business performance management.
- Familiarity with CRM systems such as Salesforce and a strong interest in leveraging AI-driven sales technologies and business intelligence tools.
- Outstanding communication, presentation, stakeholder engagement, and influencing skills.
- Strategic thinker with an entrepreneurial approach and the ability to transform business plans into measurable outcomes.
- Customer-focused, commercially savvy, adaptable, and capable of operating effectively in a fast-paced international environment.

Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.
#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