



PR/094327 | Sales Manager

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1505392

Industry

Software

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:36

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

A Japanese company is looking for **Sales Manager Japanese language (JLPT N2 or above)** position.

Location: Ho Chi Minh City

JOB RESPONSIBILITIES

- Manage and develop an organization's strategy including working with BOD to identify business goals and objectives and then designing and implementing a solution that meets those goals.
- Lead and manage a team of 3 sales members to execute the company's strategy of finding and approaching potential clients.
- Identify, target and approach potential clients through various channels including online research, networking events, and referrals.

- Develop and maintain a robust pipeline of leads by reaching out to prospective clients.
- Focus on selling customer support solutions (call center services) and related technology solutions.
- Present and promote our Technology, Data, Digital and Business Intelligence services and solutions to prospective clients.
- Understand client needs and tailor solutions to meet their specific requirements.
- Build and maintain strong, long-lasting client relationships to expand new projects.
- Act as the primary point of contact for clients, ensuring high levels of customer satisfaction.
- Regularly update clients on new features and services.
- Stay up to date with industry trends, competitor activities, and market conditions.
- Provide feedback to the product development team to enhance our business intelligence offerings
- Stay updated on industry trends, competitive offerings, and market demands in the digital marketing, BI, and data analytics spaces.

JOB REQUIREMENTS

- Bachelor's Degree.
- **At least 7+ years prior work experience in sales, a strategic consulting, business development.**
- **Fluency in Japanese language is required (JLPT N2 or above).**
- Good in English (equivalent IELTS with a minimum of 6.0 or TOEIC 800 or above, not certificate required).
- **Experience in sales, particularly in selling solutions (non-physical products).**
- Possess the financial and business acumen to build compelling account-growth plans.
- Robust knowledge of the client/industry space.
- Consultative Business Development mentality and approach.
- Demonstrable expertise in driving business result, able to think outside of the box, but target driven and focused to deliver outstanding outcomes for our clients.
- Previous experience achieving revenue targets and strategic growth.
- Nice to have: Experience working for in Japan or Japanese company.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

Company Description