

Head of Sales (Building Material) #1

[Apply Now](#)

Company: Manpower

Location: Vietnam

Category: other-general

Our client, a well-known company in building material sector, is looking for Head of Sales to expand their business operations.

Market: Indonesia | VN

RESPONSIBILITY

Drive the attainment of yearly revenue and profit objectives through adept consultative selling techniques.

Devise and execute strategic sales and marketing initiatives to meet company sales and profitability targets.

Ensure widespread distribution of company products in the market and cultivate a robust distribution network.

Forge enduring business relationships and leverage cross-selling opportunities across various product lines.

Pioneer expansion into new market segments and conduct comprehensive research on client needs and competitors' offerings (projects and commercial).

Provide guidance and support to the local sales team by overseeing their progress, setting targets, and evaluating performance.

Leverage CRM for all activities, including managing client databases, projects, showroom equipment, and marketing endeavors.

REQUIREMENT

5-10 years of experience in building material sector.

Proven track record of successfully executed projects within the building industry.

Ability to engage and communicate effectively with higher management levels, including developers, architects, designers, MEP consultants, plumbers, and contractors.

Minimum educational qualification of a university degree or higher.

Proficiency in verbal and written communication in both Vietnamese.

Possess professional English skills with excellent communication abilities at all levels.

High levels of enthusiasm and a strong passion for establishing new relationships in the field.

Display a creative, outgoing personality, along with maturity, honesty, self-motivation, result-orientation, and an open-minded approach.

Willingness to travel within the dedicated region, with a travel capacity of up to 20%.

Appreciation for and adaptability to diverse cultures.

If you are interested in this position, please send your CV to thong.luu@manpower.com.vn (Harvey) to apply!

[Apply Now](#)

Cross References and Citations:

1. [Head of Sales \(Building Material\) #1 VancouverjobsJobs Vietnam Vancouverjobs](#) ↗
2. [Head of Sales \(Building Material\) #1 Techstartupjobs Jobs Vietnam Techstartupjobs](#) ↗
3. [Head of Sales \(Building Material\) #1 Securityguardjobs Jobs Vietnam Securityguardjobs](#) ↗
4. [Head of Sales \(Building Material\) #1 Mechanicaljobs Jobs Vietnam Mechanicaljobs](#) ↗

5. Head of Sales (Building Material) #1 ZoologyjobsJobs Vietnam Zoologyjobs ↗
6. Head of Sales (Building Material) #1 PhysicianjobsnearmeJobs Vietnam Physicianjobsnearme ↗
7. Head of Sales (Building Material) #1 NgojobsJobs Vietnam Ngojobs ↗
8. Head of Sales (Building Material) #1 Baghdadjobs Jobs Vietnam Baghdadjobs ↗
9. Head of Sales (Building Material) #1 ExpertiniJobs Vietnam Expertini ↗
10. Head of Sales (Building Material) #1 SanfranciscojobsJobs Vietnam Sanfranciscojobs ↗
11. Head of Sales (Building Material) #1 ExecutivejobsnearmeJobs Vietnam Executivejobsnearme ↗
12. Head of Sales (Building Material) #1 Istanbuljobs Jobs Vietnam Istanbuljobs ↗
13. Head of Sales (Building Material) #1 Accountantjobs Jobs Vietnam Accountantjobs ↗
14. Head of Sales (Building Material) #1 NewyorkjobscareerJobs Vietnam Newyorkjobscareer ↗
15. Head of Sales (Building Material) #1 DominicanrepublicjobsJobs Vietnam Dominicanrepublicjobs ↗
16. Head of Sales (Building Material) #1 Workjobs Jobs Vietnam Workjobs ↗
17. Head of Sales (Building Material) #1 TokyojobsJobs Vietnam Tokyojobs ↗
18. Head of Sales (Building Material) #1 BelgiumjobsJobs Vietnam Belgiumjobs ↗
19. Head of sales (building material) #1 Jobs Vietnam ↗
20. AMP Version of Head of sales (building material) #1 ↗
21. Head of sales (building material) #1 Vietnam Jobs ↗
22. Head of sales (building material) #1 JobsVietnam ↗
23. Head of sales (building material) #1 Job Search ↗
24. Head of sales (building material) #1 Search ↗
25. Head of sales (building material) #1 Find Jobs ↗

Source: <https://vn.expertini.com/jobs/job/head-of-sales-building-material-1-vietnam-manpower-981b50437e/>