

## Senior Sales Manager- Vietnam

[Apply Now](#)

Company: HR Path

Location: Vietnam

Category: other-general

### HR PATH GROUP

HR Path Company is the Human Resource Solutions Specialist. As a partner of the leading vendors of the market, it carries out HRIS implementation projects and payroll outsourcing for large accounts as well as for SMEs. HR Path supports you in all your HR strategies, in France and internationally.

**ADVISE:**We advise and support companies in the definition of a method for aligning their HR processes with the company's overall vision and strategy. The creation of synergies by HR is thus a source of added value for the company and its employees

**IMPLEMENT:**According to the stakes, HR Path in the technical and functional setting up of all HR solutions, SAP SuccessFactors, Talentsoft, Workday and Oracle

**RUN:**We operate the HR solution that supports the digital transformation of your company

The group, established in 2001, has over 1000 employees, supports more than 1,300 clients and generates over \$170M revenue. Headquartered in Paris, HR Path also has international subsidiaries in 21 different countries.

**We are the most experienced SuccessFactors partner in APAC**

### YOUR MISSIONS

The **Senior/Sales Manager** will be responsible to identify opportunities in the HR arena in the Vietnam market using HR Technologies to improve their processes. The person would need to identify how the HR Technologies can fit gaps into their HR processes as well as

writing a clear proposal and defining the right scope. This person will be able to give an overview of the main characteristics of the solution and giving an overview demo of the solution which are more suitable for the prospect or client.

To open doors for a new prospect interested in to improve their processes using HR Technologies.

Identify the main client pain points and requirements and how the HR Technologies can help and fill the existing gaps.

Maintain a good Pipeline into the Salesforce system and follow the opportunities on time.

Maintain an HR conversation with the Key people to identify the key performance indicators.

Build a proposal with the right objective, scope, and benefits according to the system to be used.

Present a trustable solution to the prospects and clients

To establish a good and constant relationship with the SAP salespeople.

Performance to be evaluated based on a sales target achievement

What will you be accomplishing?

Partner with internal and external stakeholders for business development and partnership efforts with clients and SAP

Build on regional strategic and tactical business development plans that are aligned to organisational goals

Manage sales pipeline in a proactive manner to ensure attainment of group contributions to the organisational goals

Generate and build client relationships leading to qualified opportunity identification and involvement throughout the sales cycle

Responsible for the acquisition of new clients

Drive the sales of our solutions portfolio in the region

## **YOUR PROFILE**

Aptitude of leading and coaching team members, providing feedback, partnering with business stakeholders on all aspects of employee relations and training development

At least a university degree in HR or IT or any other related discipline

Must have at least 6-10 years of extensive sales experience with business applications and/or IT solutions

Have positioned winning strategy and value proposition

Proven track record of capturing and growing customer and market share in a profitable manner

Proven ability to build, manage and foster a team-oriented environment

Experienced in constructing technology deals focusing on consulting and system integration

Fluent in Vietnamese and English

Excellent presentation and communication skills

Strong analytical skills, results-oriented and effective problem-solving skills

Forward-thinking and agile mindset

Demonstrate willingness to learn and challenge business practices

## **WHAT WE OFFER**

A stimulating work environment at the heart of an entrepreneurial and international culture

A transversal approach to our activities, which encourages teamwork and excellence

Numerous opportunities for advancement (horizontal, vertical and international mobility)

Annual salary increases on the anniversary date to reward performance

Multiple training opportunities (internal university, certifications)

Certified Happy at Work, we offer a good life balance with telecommuting possibilities

A friendly work environment (quarterly team activities, annual international seminar)

See you soon at HR Path !

[Apply Now](#)

#### Cross References and Citations:

1. [Senior Sales Manager- Vietnam Searchnzjobs Jobs Vietnam Searchnzjobs ↗](#)
2. [Senior Sales Manager- Vietnam Studyjobs Jobs Vietnam Studyjobs ↗](#)
3. [Senior Sales Manager- Vietnam VancouverjobsJobs Vietnam Vancouverjobs↗](#)
4. [Senior Sales Manager- Vietnam PublicrelationsjobsJobs Vietnam Publicrelationsjobs ↗](#)
5. [Senior Sales Manager- Vietnam Doctorjobsnearme Jobs Vietnam Doctorjobsnearme ↗](#)
6. [Senior Sales Manager- Vietnam Energyjobs Jobs Vietnam Energyjobs ↗](#)
7. [Senior Sales Manager- Vietnam Germanyjobs Jobs Vietnam Germanyjobs ↗](#)
8. [Senior Sales Manager- Vietnam Singaporejobs Jobs Vietnam Singaporejobs ↗](#)
9. [Senior Sales Manager- Vietnam DublinjobsJobs Vietnam Dublinjobs↗](#)
10. [Senior Sales Manager- Vietnam NewyorkjobsJobs Vietnam Newyorkjobs↗](#)
11. [Senior Sales Manager- Vietnam Seojobs Jobs Vietnam Seojobs ↗](#)
12. [Senior Sales Manager- Vietnam FindparttimejobsJobs Vietnam Findparttimejobs↗](#)
13. [Senior Sales Manager- Vietnam SearchaustralianjobsJobs Vietnam Searchaustralianjobs↗](#)
14. [Senior Sales Manager- Vietnam CiviljobsJobs Vietnam Civiljobs↗](#)
15. [Senior Sales Manager- Vietnam PetsjobsJobs Vietnam Petsjobs↗](#)
16. [Senior Sales Manager- Vietnam Veteranjobs Jobs Vietnam Veteranjobs ↗](#)
17. [Senior Sales Manager- Vietnam UnitedstatesjobsJobs Vietnam Unitedstatesjobs↗](#)
18. [Senior Sales Manager- Vietnam Singaporejobs Jobs Vietnam Singaporejobs ↗](#)
19. [Senior sales manager- vietnam Jobs Vietnam ↗](#)
20. [AMP Version of Senior sales manager- vietnam ↗](#)
21. [Senior sales manager- vietnam Vietnam Jobs ↗](#)
22. [Senior sales manager- vietnam JobsVietnam ↗](#)

23. Senior sales manager- vietnam Job Search ↗

24. Senior sales manager- vietnam Search ↗

25. Senior sales manager- vietnam Find Jobs ↗

Source: <https://vn.expertini.com/jobs/job/senior-sales-manager-vietnam-vietnam-hr-path-6e10ffa95a/>

Generated on: 2024-05-04 by Expertini.Com