

JOB TITLE/ Chức danh: HEAD OF SALES	Division/ Khối: Sales & Marketing
This Position Reports to <i>Báo cáo cho:</i> <ul style="list-style-type: none"> Deputy CEO of S&M 	Positions Reporting to this Position <i>Nhận báo cáo từ:</i> <ul style="list-style-type: none">
Summary of Duties/ Tóm tắt nhiệm vụ <ul style="list-style-type: none"> 	
General Scope/ Phạm vi trách nhiệm	
Job Descriptions/ Mô tả công việc <ul style="list-style-type: none"> Develop and implement sales policies to guide team operations and strengthen customer engagement. Lead recruitment efforts, oversee dealer development, and provide comprehensive training for sales staff. Monitor and manage the sales budget to ensure cost efficiency and maximize return on investment (ROI). Collaborate with cross-functional departments to refine and execute sales strategies in alignment with project objectives. Other duties as assigned by superiors. 	
Essential Qualifications/ Trình độ chuyên môn <ul style="list-style-type: none"> Bachelor's Degree or higher in Business, Economics, or a relevant field. At least 5 years of experience in an equivalent position. At least 5 years of experience in a related industry (Real Estate). 	Essential Attributes (Knowledge/skills requirements)/ Những yêu cầu cơ bản (Kiến thức/kỹ năng yêu cầu) <ul style="list-style-type: none"> ➤ Knowledge: <ul style="list-style-type: none"> In-depth knowledge of market trends, pricing strategies, and competitor movements within the Ho Chi Minh City and surrounding real estate markets. Deep understanding of the Law on Real Estate Business, Land Law, and Housing Law in Vietnam. Mastery of consumer behavior and advanced sales methodologies specific to high-value property assets. Solid understanding of project P&L, sales commission structures, and ROI (Return on Investment) analysis. ➤ Skills: <ul style="list-style-type: none"> Strong presentation; Communication; Leadership; Relationship-building abilities; Negotiation & Closing; Proficient in Microsoft Office (Word, Excel, etc.);

	<ul style="list-style-type: none">• English proficiency for professional communication is preferred.
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Approval/ Phê duyệt

Accepted by/Chấp nhận

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Date/Ngày:

BENEFIT/ Lương, thưởng, đãi ngộ: <ul style="list-style-type: none"> • Salary: 50-70mil gross + commission 	WORK PLACE/ Địa điểm làm việc: <ul style="list-style-type: none"> • HCMC.
Level <ul style="list-style-type: none"> • Level: 	Industry/ Ngành nghề: <ul style="list-style-type: none"> • Real Estate Development
Team size <ul style="list-style-type: none"> • 	Language/ Ngôn ngữ: <ul style="list-style-type: none"> • English: fluent
Ghi chú cho người giới thiệu <ul style="list-style-type: none"> • Under 50 years old, professional appearance, dynamic, positive, and open-minded. 	