

JOB TITLE/ Chức danh: HEAD OF SALES DATA & AI	Division/ Khối:	
This Position Reports to <i>Báo cáo cho:</i> <ul style="list-style-type: none"> Sales Director 	Positions Reporting to this Position <i>Nhận báo cáo từ:</i> <ul style="list-style-type: none"> 	
Summary of Duties/ Tóm tắt nhiệm vụ Lead the development and operation of a Data & AI system supporting sales management, optimizing marketing lead conversion, improving sales team performance, detecting potential customer conflicts early, and providing real-time revenue forecasting.		
General Scope/ Phạm vi trách nhiệm <ul style="list-style-type: none"> Develop and implement a Sales AI Dashboard system for sales management. Integrate data from CRM systems (e.g., Bitrix), marketing platforms, and internal systems. Develop AI models for lead analysis, sales forecasting, and risk detection. Support the leadership team in making data-driven decisions. 		
Job Descriptions/ Mô tả công việc Data System Development <ul style="list-style-type: none"> Design a data warehouse for sales and marketing data. Integrate data from CRM, marketing platforms, and internal systems. Management Dashboard Development <ul style="list-style-type: none"> Build Power BI dashboards for: <ul style="list-style-type: none"> Lead Funnel Sales Performance Project Sales Heatmap AI Lead Scoring Conflict Detection Business Data Analysis <ul style="list-style-type: none"> Analyze marketing lead effectiveness. Analyze sales performance by individual sales representatives, teams, and projects. Develop sales forecasting models. AI System Development for Sales Support <ul style="list-style-type: none"> AI Lead Scoring (customer scoring model). AI Conflict Detection (detect potential customer disputes). AI Attrition Prediction (predict sales staff at risk of leaving). 		
Essential Qualifications/ Trình độ chuyên môn <ul style="list-style-type: none"> Minimum 5 years of experience in Data / Business Intelligence / Analytics Proficiency in Power BI or equivalent BI tools Experience working with SQL and database systems 	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"> Understanding of API integration and CRM systems Experience with Python or data analytics tools Experience working with sales or marketing data (preferred) ➤ Skills: <ul style="list-style-type: none"> Strong data analysis and problem-solving skills. Understanding of sales funnel and CRM systems. Ability to build management-level dashboards. Strong communication skills with Sales, Marketing, and IT teams. 	
Approval/ Phê duyệt		Accepted by/Chấp nhận

		----- Date/Ngày:

<p>BENEFIT/ Lương, thưởng, đãi ngộ:</p> <ul style="list-style-type: none"> Competitive salary based on experience and capability. Performance-based bonuses tied to system effectiveness and project outcomes. Opportunity to build a large-scale Data & AI system for a major real estate enterprise. Dynamic and technology-driven working environment. 	<p>WORK PLACE/ Địa điểm làm việc:</p> <ul style="list-style-type: none"> Ho Chi Minh City Viet Nam
<p>Level</p> <ul style="list-style-type: none"> Level: Manager 	<p>Industry/ Ngành nghề:</p> <ul style="list-style-type: none"> Real Estate Analyze data from multiple real estate projects.
<p>Team size</p> <ul style="list-style-type: none"> The system will support approximately 2,000 sales staff. Manage hundreds of thousands of marketing leads annually. 	<p>Language/ Ngôn ngữ:</p> <ul style="list-style-type: none"> Fluent in English
<p>Ghi chú cho người giới thiệu</p>	