



JAC Recruitment

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Vietnam



[Food Ingredients] Sales Manager (PR/093753)

International food distributor

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1485859

Industry

Food and Beverage

Company Type

International Company

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

September 18th, 2024 02:00

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

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

COMPANY OVERVIEW

We are supporting our client who is an international food distributor to fill in the Food Ingredients Sales Manager position.

JOB RESPONSIBILITIES

- Develop sales and marketing proposals, make regular calls, report to supervisor on business performance
- Responsible for sales in Vietnam, which include maintaining the existing customers, and developing new customers.
- In alignment with country strategy, develop tactical plans based on market intelligence/trends, and relevant (external) business partners' strategies and activities.
- Drive the implementation of tactical plans to ensure the achievement of the set targets.
- Build and maintain professional relationships with key and potential business partners, especially large-volume and prospective customers.
- Forecasting the business, and monitoring sales in the market to ensure targets and objectives are met.

- Work closely with suppliers and supervisors to develop the product and give technical advice to customers.
 - Have experience in emulsifiers and stabilizers for Dairy and meat processing customers.
 - Willing to do traveling.
 - Able to work independently and able to contribute to company strategies and plans.
 - Perform any other ad-hoc as assigned by the superior or management from time to time.
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Required Skills

JOB REQUIREMENTS

- Candidate must possess at least a bachelor's degree in food science/science/food technology or equivalent
- At least 3 years of working experience in sales for the Food Industry and familiar with Dairy, beverage, bakery, and meat processing.
- Good communication skills, result-driven, understanding of Vietnam's market, able to work independently, and willingness to travel for business purposes.
- Proficient in MS Office.

BENEFITS

More details shall be discussed in the interview

Company Description