



KEY ACCOUNT MANAGER/SENIOR KEY ACCOUNT MANAGER (PR/093725)

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1486881

Industry

Other (Manufacturing)

Company Type

International Company

Job Type

Permanent Full-time

Location

Vietnam, Hanoi

Salary

Negotiable, based on experience

Refreshed

July 19th, 2024 16:30

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

A leading company specializing in garment

JOB RESPONSIBILITIES

- The position is homebased in Hanoi, cover the territory from Thanh Hoa to Hanoi (where main clients base) but also need to travel to HCM (where Toray the key client bases).
- To manage the client portfolio of 8-10 clients (in Vietnam, nationwide)
- Hand one with limit support (20% from admin team)

Required Skills

JOB REQUIREMENTS

- The position is open to individuals of Japanese or Korean nationality who possess native-level Japanese language skills and are fluent in English.
- This role reports directly to the JP director, with a dotted line reporting to both the VN manager and the VN director.
- The candidate should excel in harmonized communication, particularly when dealing with major clients like Toray.
- Experience in client farming is preferred over an aggressive, hunting-oriented communication style.
- The ideal candidate should be detail-oriented yet able to work in a fast-paced environment, capable of effectively communicating with various internal and external stakeholders to ensure timely and high-quality delivery.
- Strong negotiation skills are required for managing contract terms and addressing issues such as delivery delays or quality problems, involving different stakeholders as necessary.
- Comfort with adapting to new work environments, particularly English-speaking ones, is essential.
- The ability to travel to Ho Chi Minh City, where the headquarters is located, and occasionally to Thailand, is required.

BENEFITS

- The salary range for candidates with 3-4 or 7-10 years of experience is between 3000 to 6000 USD per month gross.
- Additional benefits include an incentive of 40% of the annual package based on individual and company performance
- A potential housing allowance of 10 million, a car allowance of 2 million, a breakfast allowance of 350,000, comprehensive family insurance, and two round-trip home tickets.

Company Description