



PR/094219 | [English speakers] Senior Sales for Japanese logistic company in Hanoi

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1505247

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:34

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

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

position

SENIOR SALES

LOCATION

HA NOI

COMPANY OVERVIEW

Our client is a well-known Japanese logistics company

JOB RESPONSIBILITIES

- Conduct sales planning for assigned territories and industries.
- Close follow up with potential and existing customers to maintain, grow and secure more business.
- Achieve sales target set by management.
- Work closely with other departments within the company to settle claims and propose solutions
- Comply with company's policy on business ethics.
- Complete Company's sales reporting requirements (to Senior Manager or higher level) in a timely manner.
- Manage existing and new accounts (mostly freehand)
- Convert sales leads into customers

- Other jobs as required by line manager/BOD

JOB REQUIREMENTS

- Good at English
- Ability to work under pressure
- Minimum 4 years of working experience in Freight Forwarding, Logistics, Local Delivery...
- Proven track record of sales achievements
- Certificate of formal sales training programs will be a plus
- Good at Microsoft Office
- Extroverted, can-do spirit, insanely customer-centric, good interpersonal skills
- Soft skills in: networking/persuasion/presentation/negotiation are highly required.
- Ability to go to business trip.
- Experience with local, MNCs customer

BENEFITS

- Attractive salary
- Sales allowance: Business trip, transportation, telephone.
- Company trip, Healthy insurance, year-end party, tet gift, mid-autumn gift
- Full social insurance according to Vietnam Labor Law.
- 13th month salary + bonus; salary review every year

Due to the high volume of applicants, we regret to inform you that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACVN

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Company Description