



PR/093665 | Sales Manager (Chemical)

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1509406

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 15:39

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

COMPANYOVERVIEW

Our Client is a leading Chemical manufacturer for Papermaking, Resin for printing inks, adhesives for industrial use, functional chemicals.

JOB RESPONSIBILITIES

- Develop and execute strategic sales plans to achieve sales targets and expand market share.
- Market Analysis and Competitor Analysis: Monitor and analyze the market, competitors, and industry trends to identify opportunities, competitive threats, develop appropriate and effective sales strategies.
- Identify and target new business opportunities to generate leads and acquire new customers.
- Build and maintain strong relationships with existing and potential clients to ensure customer satisfaction and loyalty.
- Contract Negotiation and Business Agreement: Participate in negotiations with customers and partners to secure profitable and sustainable sales contracts.
- Collaborate with the marketing team to develop promotional campaigns and marketing materials.
- Data Management and Reporting: Track, analyze, and report on sales data to evaluate performance and propose improvement measures.
- Lead and motivate the sales team to achieve individual and team goals.

JOB REQUIREMENTS

- Bachelor's Degree or higher in Business, Marketing, or related field.
- Good at English skills and Computer.
- Minimum of 7-10 years of experience in sales management.
- Excellent leadership skills, strategic management ability, and team-work ability.
- Strong communication and negotiation skills, with the ability to build and maintain good relationships with customers and partners.
- Willingness to business travel as needed.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

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Company Description