



PR/094274 | Sales Supervisor

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1509500

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 15:42

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

COMPANY OVERVIEW

A global leader in the lubrication and automotive industry, specializing in providing high-quality lubricants and related services to a wide range of industries, including automotive and industrial sectors. The company is known for its innovative solutions, technical expertise, and commitment to customer satisfaction. With a strong presence in Vietnam, it focuses on expanding its market share by building solid relationships with both local and international clients, particularly within the Korean market.

JOB RESPONSIBILITIES

- Take care of existing customers and explore new customers in the assigned area.
- Promote and sell the full range of the company's products and services, providing detailed technical advice on the function of products.

- Address customer complaints and solve arising problems.
- Expand client networks, specifically targeting Korean customers.
- Develop new market segments and expand the customer base.
- Assist in identifying and developing potential areas as defined by the Assistant Sales Manager.
- Evaluate sales potential and develop sales programs for the assigned territory.
- Prepare sales reports after visiting customers and submit them to the Assistant Sales Manager or Sales Manager.
- Monitor and achieve sales targets/quotas set by the Assistant Sales Manager.
- Follow up on payment status and ensure timely collection of payments.
- Perform other tasks as assigned by management.

JOB REQUIREMENTS

- Bachelor's degree.
- Technical knowledge is an advantage.
- Experience in sales and marketing, with preference for candidates who have experience in the retail sale market and have worked at Japanese companies.
- Willingness to travel and work in a global, professional team.
- Proficiency in English and Korean.
- Honest, hard-working, with a can-do attitude.

BENEFITS

- Competitive salary depending on abilities (negotiable).
- All benefits in accordance with Labor Law and company regulations.
- Social insurance, health insurance, and unemployment insurance provided.
- 24/7 accident insurance package.

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