



## PR/094029 | Country General Manager - Retail

### Job Information

**Recruiter**

JAC Recruitment Vietnam Co., Ltd

**Job ID**

1513469

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Vietnam

**Salary**

Negotiable, based on experience

**Refreshed**

December 24th, 2024 12:40

### 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**

Our client is a global player in the Retail/FMCG/Supply Chain industry.

**JOB RESPONSIBILITIES**

We are seeking an experienced and dynamic General Manager to lead our Client's operations in Vietnam. The ideal candidate will have a strong background in the retail, FMCG, or F&B sectors, with additional exposure to the consulting industry being highly valued. This role requires a strategic thinker with excellent leadership skills and a proven track record of driving business growth and operational excellence.

- **Leadership & Strategy:**

- Develop and implement business strategies to achieve company goals and objectives.
- Lead and inspire a diverse team to deliver exceptional performance.

- Foster a culture of innovation, accountability, and continuous improvement.
- **Operational Management:**
  - Oversee daily operations to ensure efficiency and effectiveness.
  - Manage budgets, financial performance, and resource allocation.
  - Ensure compliance with local regulations and company policies.
- **Business Development:**
  - Identify and pursue new business opportunities to expand market presence.
  - Build and maintain strong relationships with key stakeholders, including customers, suppliers, and partners.
  - Analyze market trends and competitor activities to inform strategic decisions.
- **Customer Focus:**
  - Ensure high levels of customer satisfaction through excellent service and product quality.
  - Implement customer feedback mechanisms to drive improvements.
- **Team Development:**
  - Recruit, train, and develop a high-performing team.
  - Promote a positive and inclusive work environment.
  - Conduct performance evaluations and provide constructive feedback.

## **JOB REQUIREMENTS**

- Bachelor's degree in Business Administration, Management, or a related field. MBA preferred.
- Minimum of 10 years of experience in the retail, FMCG, or F&B sectors, with at least 5 years in a senior management role.
- Proven experience in the consulting sector is highly appreciated.
- Strong leadership and interpersonal skills.
- Excellent strategic planning and organizational abilities.
- Proficiency in English and Vietnamese.
- Strategic thinking and problem-solving skills.
- Financial acumen and budget management.
- Strong communication and negotiation skills.
- Ability to work in a fast-paced and dynamic environment.
- Customer-centric mindset.

Interested candidates are invited to submit their resume and cover letter to [bao.do@jac-recruitment.com](mailto:bao.do@jac-recruitment.com).

We look forward to hearing from you!

#LI-JACVN

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Company Description