



PR/094079 | FMCG - Sales Manager

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1513478

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 12:41

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

We are representing our client – a global leader in Food Trading.

JOB RESPONSIBILITIES

- Develop and implement a sales strategy in order to ensure the company's sales objectives and profitability
- To expand new Retail (FMCG) customers in every segment in Vietnam.
- Proactively pursue new business and sales opportunities
- To build and strengthen any actions on sales activity needs.
- Set goals and develop good relationships with customers for opportunities.
- Manage budget and target (annually, quarterly, monthly).
- Forecast sales and foresee the market in order to achieve sales targets.
- Coordinate with marketing team (internal & external) to ensure successful execution of marketing plan on new product launch, if any.
- Solve problems for clients and customers by developing innovative and tailored sales solutions.
- Identify new customers based on strategic and operational plans to expand business.
- Prepare business review to update situation with key accounts twice a year in order to update. situation and market trends to customers and relationship building.
- To perform any ad hoc tasks assigned to you from time to time.

JOB REQUIREMENTS

- Degree in Business Administration, Business International, or related field.
- At least 5 years of working experience in Retail (FMCG), preferably with food and beverage exposure with experience in managerial role.
- Good communication skills, written and verbal in English.

BENEFITS

- More details shall be discussed in the interview

Apply online or 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