



PR/094584 | Market Development Specialist

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1523184

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

February 25th, 2025 10:14

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

Job Responsibilities

- Conduct market research by visiting potential customers and suppliers (accompanied by trading partners, or direct)
- Provide written reports to superior in a timely manner
- Advise and support to promote sales activities
- Assist in formulating strategies, and suggesting potential business
- Main products: Chemicals – blowing agents, natural rubber additives, inorganic salts, fillers and additives for paint and adhesives, food fining agent, etc.
- Redirect any commercial matters to company (i.e. sending quotations/invoices, payment terms, price negotiations, etc.)

Job Requirements

- Language: English business level
- Can work independently and with team.
- Technical sales experience in paint/chemicals/raw materials/plastics.
- Willing to learn Chemistry.
- Experience/network/interest in manufacturing industries: food, rubber/tires, plastics/automotive, plastics/building materials (plastic pallet, wood plastics, water tank, etc.), and/or paint/coating/adhesive.
- Experienced and willing to go domestic and overseas business trip.
- Experience travelling in Vietnam and overseas.
- Translation and interpretation skill on technical documents (English - Vietnamese).
- Being proactive, willing to help other without being asked.
- Working under pressure.
- Able to adapt to Japanese working style.
- Experienced in working with many nationalities (Asian and Western countries).

#LI-JACVN

Company Description