



JAC Recruitment

We are recruitment specialists around the globe

Vietnam



[Food Ingredients] Sales Manager (PR/093753)

International food distributor

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1485859

業種

食品・飲料

会社の種類

外資系企業

雇用形態

正社員

勤務地

ベトナム

給与

経験考慮の上、応相談

更新日

2024年10月02日 05:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

COMPANY OVERVIEW

We are supporting our client who is an international food distributor to fill in the Food Ingredients Sales Manager position.

JOB RESPONSIBILITIES

- Develop sales and marketing proposals, make regular calls, report to supervisor on business performance
- Responsible for sales in Vietnam, which include maintaining the existing customers, and developing new customers.
- In alignment with country strategy, develop tactical plans based on market intelligence/trends, and relevant (external) business partners' strategies and activities.
- Drive the implementation of tactical plans to ensure the achievement of the set targets.
- Build and maintain professional relationships with key and potential business partners, especially large-volume and prospective customers.
- Forecasting the business, and monitoring sales in the market to ensure targets and objectives are met.

- Work closely with suppliers and supervisors to develop the product and give technical advice to customers.
 - Have experience in emulsifiers and stabilizers for Dairy and meat processing customers.
 - Willing to do traveling.
 - Able to work independently and able to contribute to company strategies and plans.
 - Perform any other ad-hoc as assigned by the superior or management from time to time.
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スキル・資格

JOB REQUIREMENTS

- Candidate must possess at least a bachelor's degree in food science/science/food technology or equivalent
- At least 3 years of working experience in sales for the Food Industry and familiar with Dairy, beverage, bakery, and meat processing.
- Good communication skills, result-driven, understanding of Vietnam's market, able to work independently, and willingness to travel for business purposes.
- Proficient in MS Office.

BENEFITS

More details shall be discussed in the interview

会社説明