



JAC Recruitment

We are recruitment specialists around the globe

Vietnam



KEY ACCOUNT MANAGER/SENIOR KEY ACCOUNT MANAGER (PR/093725)

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1486881

業種

その他（メーカー）

会社の種類

外資系企業

雇用形態

正社員

勤務地

ベトナム, Hanoi

給与

経験考慮の上、応相談

更新日

2024年07月19日 16:30

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

流暢

日本語レベル

ネイティブ

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

COMPANY OVERVIEW

A leading company specializing in garment

JOB RESPONSIBILITIES

- The position is homebased in Hanoi, cover the territory from Thanh Hoa to Hanoi (where main clients base) but also need to travel to HCM (where Toray the key client bases).
- To manage the client portfolio of 8-10 clients (in Vietnam, nationwide)
- Hand one with limit support (20% from admin team)

スキル・資格

JOB REQUIREMENTS

- The position is open to individuals of Japanese or Korean nationality who possess native-level Japanese language skills and are fluent in English.
- This role reports directly to the JP director, with a dotted line reporting to both the VN manager and the VN director.
- The candidate should excel in harmonized communication, particularly when dealing with major clients like Toray.
- Experience in client farming is preferred over an aggressive, hunting-oriented communication style.
- The ideal candidate should be detail-oriented yet able to work in a fast-paced environment, capable of effectively communicating with various internal and external stakeholders to ensure timely and high-quality delivery.
- Strong negotiation skills are required for managing contract terms and addressing issues such as delivery delays or quality problems, involving different stakeholders as necessary.
- Comfort with adapting to new work environments, particularly English-speaking ones, is essential.
- The ability to travel to Ho Chi Minh City, where the headquarters is located, and occasionally to Thailand, is required.

BENEFITS

- The salary range for candidates with 3-4 or 7-10 years of experience is between 3000 to 6000 USD per month gross.
- Additional benefits include an incentive of 40% of the annual package based on individual and company performance
- A potential housing allowance of 10 million, a car allowance of 2 million, a breakfast allowance of 350,000, comprehensive family insurance, and two round-trip home tickets.

会社説明