



PR/094079 | FMCG - Sales Manager

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1513478

業種

その他（商社）

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12月24日 12:41

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

短大卒：準学士号

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

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.

#LI-JACVN
#cityhcm

会社説明