



PR/094825 | Sales Executive

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1541507

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

May 20th, 2025 12:58

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

OVERVIEW

A foreign-invested enterprise (100% Japanese-owned) specializing in logistics and supply chain solutions.

Location: Hanoi, Vietnam

Industry: Logistics / Supply Chain / Freight Forwarding

Company size: Under 100 employees

Responsibilities

- Acquire new business accounts (mostly freehand)
- Plan sales activities by territory and industry
- Follow up closely with prospective and existing clients to expand and secure business

- Analyze customer needs and technology requirements; develop tailored solutions
- Conduct customer meetings, service introductions, and presentations
- Meet sales targets set by the management team
- Collaborate with internal departments to resolve customer claims and propose solutions
- Adhere to company's code of ethics in business practices
- Submit sales reports to management in a timely manner
- Coordinate with the Sales team to exchange information and refine strategies
- Convert sales leads into customers
- Perform other duties as assigned by the line manager/BOD

Requirements

- Strong written and verbal English communication skills
- Minimum 4 years' experience in hunting sales within Freight Forwarding, Logistics, Local Delivery, etc.
- Proven sales performance and achievements
- Certification in formal sales training programs is an advantage
- Proficiency in Microsoft Office
- Outgoing, proactive, and highly customer-focused
- Excellent skills in networking, persuasion, presentation, and negotiation
- Strong ability to create customer value and empathize with client needs
- Able to work both independently and in teams under high pressure
- High sense of responsibility and strong work ethic
- Willingness to travel for business
- Experience with local and multinational customers
- Gender: Male/Female
- Japanese language proficiency is a plus

Benefits

- Holiday allowance: VND 500,000, three times/year
- Annual company trip
- Health insurance, family day, year-end party, Tet gift, Mid-Autumn gift
- Sales-related allowances: business trips, transportation, telephone
- Full social insurance as per Vietnam Labor Law
- 13th-month salary bonus and annual salary review
- Friendly and dynamic working environment
- Training and career development opportunities

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Company Description