



JAC Recruitment

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Vietnam



## PR/094856 | Sales Executive in Food

## Job Information

**Recruiter**

JAC Recruitment Vietnam Co., Ltd

**Job ID**

1542420

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Vietnam

**Salary**

Negotiable, based on experience

**Refreshed**

May 27th, 2025 10:38

## 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

## COMPANY OVERVIEW

Industry: Japanese Trading Company

Location: Ho Chi Minh City

Position: Sales Food

## JOB RESPONSIBILITIES

New staff shall belong to Retail Business Department with following missions:

- Export frozen processed food
- Business development in Market Vietnam especially in the field of local distribution channel and RTE (ready-to-eat). In order to achieve this biz dev, conduct market research, organize long list, visit candidate and make proposal with business hypothesis.
- New staff shall belong to export team of Retail Business Department as PIC with following jobs; Visiting factory with customers frequently to negotiate or to confirm taste, quality, hygiene and production, etc.
- Conducting biz-trip to find and confirm alternative suppliers or raw materials suppliers including farming fields.
- Exporting frozen processed food to overseas market, especially Japan.
- Importing raw materials (such as seafood) for our manufacturers.
- Managing above trading account and logistics.
- Making proactive proposal for new trading business with deep understanding of organizational strategy and business plan.

#### JOB REQUIREMENTS

- Experience in procurement, sales and negotiation based on international trade.
- Good communication skills with sense of teamwork.
- Motivated to find opportunities.
- Having mind of compliance with integrity
- English in business level.
- Japanese in daily conversation level.
- Basic knowledge in international trade and logistics.

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#### Company Description