



PR/094837 | Sales Manager, AGRO

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1549502

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

November 11th, 2025 01:00

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

A global company specializing in the chemicals and food ingredients industry

JOB RESPONSIBILITIES

Promote the company and develop sales of the Agro Crop Protection product range to achieve agreed business targets and meet customer needs. Build relationships with key contacts and customers, seeking and pursuing opportunities to grow sales of existing and development products.

- Manage a set range of Accounts in Vietnam, further develop the existing customers and attract new ones in the Agro market segment.
- Work closely with the Business Manager and Market Segment Director, identifying any additional opportunities in this area. Responsible for meeting set budgetary goals with particular emphasis on specific KPIs as determined by the company.
- Secure and develop new businesses, identify and obtain new suppliers and product lines.

- Generate sales and profitable margins by managing and expanding existing business and targeting and opening new business.
- Ensure regular update of sales excellence tools [e.g. Customer Relationships Management CRM] and proper maintenance and accuracy of data.
- Ensure regular communication as and when required with key principals.
- Manage, develop and understand the needs of a growing customer base, making regular visits to these accounts to build, maintain and manage relationships with key contacts at all levels.
- Seek and gather the right marketing/competitive information and propose to Business Manager/Managing Director for approval, in order to optimise returns to achieve business growth.
- Seek out, analyse and develop new accounts, promoting sales of both existing, new and development products in line with business growth strategies.
- Identify and recommend new product range opportunities through market survey.
- Gather, analyse, interpret and present market, product, competitor and industry data to enable development of the forward strategy of the business.
- Pro-actively monitor and review payment terms against customer portfolio, ensuring that payment terms and methods are adhered to, keeping business risk to a minimum. Ensure that payment terms and cash flow implications are considered at time of negotiation for all new and existing business.
- Create and communicate development plans to ensure that business objectives are optimised and sales retention and growth targets are achieved.
- Carry out visits to target customers to promote products and provide feedback to business and suppliers of customer response and activity.
- Responsible for generating sales, purchase forecast and overall inventory management.
- Ensure compliance and conformity with local regulations for new businesses.
- Ensure the implementation and monitoring of campaigns.

JOB REQUIREMENTS

- Minimum Bachelor's degree (or higher) in Chemical Engineering/Chemistry or other similar technical qualification is required.
- Experience in selling Agro raw materials industry will be a plus point.
- Good command of English (written and verbal) is a must.
- 5 years of progressive experience in sales / commercial / leadership roles.
- Excellent communication, negotiation and interpersonal skills.
- Able to liaise with people at all levels, both internally and externally.
- Strong team player.
- Excellent time management skills in order to follow different assigned targets.
- Highly organized, hands-on, able to work well under pressure, handle multiple priorities and meet deadlines.
- Sense of ownership and drive (problem solver, self-starter with a bias for prompt action and removing roadblocks, accountable to get things done in a timely manner).

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