



JAC Recruitment

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JAC Recruitment Vietnam

PR/094993 | MT Sales Manager (FMCG)

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1551931

Industry

Retail

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

July 29th, 2025 03:00

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

Our client is looking for the MT Sales Manager (FMCG) position.

Work Location: HCM city

JOB RESPONSIBILITIES

1. Nationwide MT Channel Planning, Develop & Management:

- Build Channel Business Plan to achieve the Company Revenue & Profit Target.
- Achieving Modern Trade Channel Sales & Profit Target.

- Develop & manage a sustainable pricing platform and distribution network to ensure fairness of application within different channels.
- To collaborate with supporting functions for new products development and be able to generate sales revenue in line with business strategies plan.
- Work with Head of Logistic to optimize distribution costs to different customer groups.

2. Key Account Customers Manage & Development:

- Manage Key Account Customers with Director & Area Sales Manager & Key Account Sales Supervisor (Key accounts here meant: Hyper Market, Super Market, Mart, Mini-mart, CVS, etc. are operated under chain brand names or independently) in Nationwide.
- Update yearly contract with business terms favorable for company.
- Build & Maintain relationships with directors of key accounts.
- Manage and develop the distribution network by building good relationships with available distributors, negotiating and executing contracts with new ones, proposing pricing policies according to customers, category groups (SKU).

3. Manage Sales & Expenses to achieve the Target:

- Develop & manage monthly/quarterly and yearly Customer plans in Nationwide.
- Achieve agreed sales volume and control of expenses.
- Product Management (Forecast, Availability, Listing, Merchandising, Shelf Share, Pricing)

4. Develop & Manage Distribution Network & Coverage:

- Development and retention of the distribution network timely and professionally.

5. Customer Management:

- Management of the sales administration (credit, delivery co-ordination, cash, commissions, and report writing of Modern Channel Sales Nationwide.
- Maximize customer service and take any necessary action to maintain the same including the satisfaction of any customer complaints of Modern Channel nationwide.
- Adhere to the company's Accounting and Administration policies and guidelines.
- Identify and act on cost reduction opportunities, especially those that arise out of increased collaboration with the customer.
- Set up Standard Operating Procedures to service MT nationwide.

6. Organization & People Development

- Development & Recruit Organization Members.
- Allocate resources and create effective coordination between departments in the company.
- Build and maintain a positive working environment, encourage the development and contribution of employees to increase the sales of the channel.
- Career Development of Members.
- PMP & KPI Management.

7. Report & evaluation:

- Monitor, report and evaluate MT business, sales and profit metrics to make appropriate adjustments to optimize resources and achieve sales and profit targets.
- Monitor and evaluate the sell-out per store and per SKU of our own and competitors.
- Work with Sales & Marketing Team and implement solutions to increase the sell-out.
- Participate in developing reports and presentations to the management and stakeholders to understand the status of the channel's business activities to offer solutions to develop channels in the short and long term.

- Other tasks have been assigned by manager.

JOB REQUIREMENTS

- University Degree in major related to Economic/ Commerce/ Marketing/ Business administration, etc.
- Minimum 5 years of experience in same level in FMCG field
- Knowledge about FMCG
- Knowledge about sales management including leadership, personnel management, product distribution and planning, distributors management
- Knowledge of market analysis
- Knowledge about management and data analysis management.
- Foreign Language: Good at English

BENEFITS

- Working time: Monday to Friday from 8 am to 5 pm.
- Salary Review, 13th month salary
- Performance Bonus: twice/year
- Company performance Bonus, Travel Opportunity, Training & Development
- Interview: Onsite interview (face to face)

#LI-JACVN

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Company Description