



ベトナムの求人なら  
JAC Recruitment Vietnam

## PR/095078 | Assistant Sales Manager

### Job Information

**Recruiter**

JAC Recruitment Vietnam Co., Ltd

**Job ID**

1554707

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Vietnam

**Salary**

Negotiable, based on experience

**Refreshed**

August 12th, 2025 10:30

### 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

**【募集概要】****■ポジション名■**

Assistant Sales Manager

**■職務内容■**

We are seeking a dynamic and results-oriented salesperson in the B2B instant coffee export business field, with a particular focus on the ASEAN region. The successful candidate will be responsible for driving business growth through new customer acquisition, strengthening customer relationships, and leading the sales team to achieve ambitious sales and profit targets. This role will also play a key part in organizational management and business process improvement to ensure sustainable growth and operational excellence.

## ■具体的な業務内容■

- ・ Acquire new business clients with a focus on the ASEAN region
- ・ Build and maintain strong customer relationships while driving sales growth
- ・ Set and manage sales/profit targets and KPIs, and implement strategies to achieve goals
- ・ Conduct market and competitor analysis to support business planning
- ・ Oversee export operations and production planning
- ・ Build, lead, and develop the sales team; foster a high-performance and collaborative culture
- ・ Report sales performance and market trends to senior management; participate in business planning and strategy sessions

## ■求める経験・能力・資格等■

## ≪必須≫

- ・ Proven sales experience in B2B food business and client management in the ASEAN region (Minimum 3 years of experience)
- ・ Demonstrated leadership in managing or leading sales teams or projects
- ・ Strong drive to explore new markets and acquire new customers
- ・ Knowledge of export regulations and international trade practices
- ・ Business-level English proficiency (TOEIC 800+ or equivalent)

## ≪歓迎≫

- ・ Experience in instant coffee, beverage, or food ingredient sales
- ・ Network with ASEAN distributors or business partners
- ・ Experience in business planning, business process improvement, or management consulting

## ■オファー内容(勤務条件)■

≪給与≫ (Gross)3,500USD/month～ ※スキル・経験によって応相談

≪賞与≫ 1month+KPI Bonus

≪勤務地≫ Ba Ria Vung Tau(ホーチミン市内から車で1時間程度)

## 【その他】

- ・ 社用車あり
- ・ 各種保険費用負担
- ・ ビザポートあり
- ・ 面接2回予定※うち1回は対面での実施

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Company Description