



PR/095143 | Assistant Sales Manager (B2B Export Business)

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1559140

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

September 23rd, 2025 10:44

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 and job overview

Our client is a company in Food & Beverage manufacturing industry in Ba Ria - Vung Tau

Job Responsibilities

- 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

Job Requirements

- Desired university degree in related fields (Supply Chain Management, Logistics, Business Administration, International Business, Economics ...etc)
- Minimum 3 years of proven sales experience in B2B food business and client management in the ASEAN region
- Experience in instant coffee, beverage, or food ingredient sales
- Network with ASEAN distributors or business partners
- Business-level English proficiency (TOEIC 800+ or equivalent)
- Demonstrated leadership in managing or leading sales teams or projects

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Company Description