

ベトナムの求人なら JAC Recruitment Vietnam

PR/095212 | Key Account Manager

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1559770

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

November 11th, 2025 08:01

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

JOB RESPONSIBILITIES

- Execute selling activities in relation to specific Retail Brands & Information Solutions Master Customer programs within a geographic
- Execute selling activities for the entire IBMS product portfolio towards assigned major customer accounts (factories, vendors, agents).
- Communicate market intelligence and competitor movements to the Company.
- Identify and generate sales prospects and be accountable for developing relationships with these prospects.
- Complete customer call reports, account plans and sales reports in a timely and accurate manner.
- Maintain accurate and up-to-date records of all actual and attempted customer interactions.
- Work as a team to identify issues, propose solutions and take part in projects to contribute to operation and sales
 efficiency.

· Build and maintain relationships with target factories, vendors, agents and buying offices of Master Customers.

JOB REQUIREMENTS

- Have at least 5 year of experience including at least 3 year of experience in sales B2B, knowledge of looking for prospects, suppliers and used to work in the factory.
- · Bachelor Degree from any discipline.
- At least 5 years sales experience .
- Have experience on build and manage a team with at least 3 -5 members.
- · Prefer experience in apparel/ footwear manufacturing, merchandising and trim accessory supply.
- Fluency in both English and Chinese is our MUST requirement
- Good interpersonal skills, responsive and highly self motivated .
- · Customer oriented, hard worker, trustworthy.
- Product knowledge, market intelligence, sales skills, management and
- · leadership competencies

#LI-JACVN

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description