



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

September 30th, 2025 10:19

## 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

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## Company Description