

# ベトナムの求人なら JAC Recruitment Vietnam

## PR/095226 | Sales Manager (Beverage Ingredients)

#### Job Information

### Recruiter

JAC Recruitment Vietnam Co., Ltd

#### Job ID

1560902

#### Industry

Restaurant, Food Service

#### Job Type

Permanent Full-time

#### Location

Vietnam

#### Salary

Negotiable, based on experience

#### Refreshed

October 21st, 2025 09:01

### 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

## Company and job overview

Our client is a company in beverage products industry in Ho Chi Minh City

### Job Responsibilities

- Responsible for sales target achievement.
- Visit new customers regularly and build up good relationship with customers.
- Develop new customers and also create Sales / Customer Strategy.
- Oversee day-to-day operations in the sales department and the performance and activities of the sales team
- Set sales targets and lead the sales team to achieve those sales goals
- Implement a successful sales strategy and develop processes that drive sales

- Perform a sales analysis and solve sales problems by developing innovative sales solutions and Supervise and provide guidance to team members
- · Monitor the competition to better understand issues and threats and develop plans to eliminate barriers
- Negotiate Distributors/ Dealers contracts and value packages to insure an acceptable return on company resources invested
- Actively engage with Distributors / Dealers to explore different distribution model to optimize the cost and maximize the sustainable sales growth opportunity and profit
- Manage & strengthen the business partnership with Distributors / Dealers. Ensure Distributors / Dealer' operations are efficient and effective i.e., warehouse & inventory management, logistics, sales effectiveness and productivity
- Participating in Road Show and Exhibitions (Such as Food and Hotel Vietnam, Cafe Show, VIETFOOD or related exhibition).

### Job Requirements

- · University degree
- · At least 3 years of experience in Sales Manager
- · Good command of written and spoken English
- · Excellent leadership, interpersonal, communication, and analytical skills
- Experience in HORECA Sales and Channel Development
- · Passion for food and beverage trends and the hospitality industry

#### #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.

Privacy Policy Link: https://www.jac-recruitment.vn/privacy-policy Terms and Conditions Link: https://www.jac-recruitment.vn/terms-of-use

Company Description