



## 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 7th, 2025 11:34

### 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

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