



PR/095233 | Sales Executive

## Job Information

### Recruiter

JAC Recruitment Vietnam Co., Ltd

### Job ID

1560905

### Industry

Medical Device

### 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

**Report to:** General Director

**Location:** Hanoi

**Reason for Opening:** Expansion Hiring

### Key Responsibilities

- Achieve sales targets and quotas as assigned by management.
- Build and maintain strong relationships with customers and business partners, especially key accounts.
- Address customer inquiries and concerns promptly and professionally.
- Identify and develop new business opportunities through prospect visits, cold calls, and other outreach methods.
- Demonstrate in-depth knowledge of ARKRAY products and competitor offerings.
- Conduct effective product demonstrations for existing and potential customers.
- Complete administrative tasks accurately and on time (e.g., weekly reports, expense reports).
- Provide market insights and competitive intelligence to support strategic decisions.
- Prepare and present sales proposals to the General Director.
- Perform other duties as assigned or accepted beyond the outlined responsibilities.

### Required Qualifications

- Bachelor's degree or higher in Biotechnology, Life Sciences, Business Administration, or related fields.
- Fluent in English.
- Minimum 2 years of experience in Sales.
- At least 1 year of experience in New Business Acquisition.

**Preferred Experience & Skills**

- Experience in hospital or clinical laboratory markets is a strong advantage.
- Prior experience working in a Japanese company is a plus.
- Japanese language proficiency is a plus.

**Hiring Process**

1. HR Interview (Online)
2. General Director Interview (Offline)
3. Salary Negotiation Meeting

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Company Description