



PR/095579 | Sales Executive (Pharmaceutical Raw Materials / API)

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1577520

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

February 24th, 2026 10:01

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Business Level

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

JAC's client is a Japanese Trading Company hiring Sales Executive (Raw Materials in Pharma))

Job Responsibilities

Customer & Sales Management

- Manage existing customers and understand their needs.
- Prepare quotations, negotiate contracts, and achieve assigned sales targets (KPIs).
- Support customers with product registration documents and related requirements.
- Maintain long-term relationships and ensure customer satisfaction.

Order, Contract & Delivery Coordination

- Handle customer orders from quotation to delivery.
- Coordinate with internal departments (CS, Legal, Finance, Regulatory) to ensure compliance with regulations and contract terms.
- Monitor shipment status, delivery progress, and resolve shipment-related issues.
- Follow up customer payments and receivables.

New Business Development

- Search for and approach new customers.
- Develop new business opportunities in the pharmaceutical raw materials market.
- Build long-term partnerships with potential customers.

Supplier Management & Product Development

- Work with overseas suppliers, head office, and branches to manage sourcing activities.
- Support product development and expand the product portfolio.

Reporting & Market Monitoring

- Monitor market trends and business performance.
- Prepare periodic sales and market reports for management.

Requirements:

- Must have strong written and verbal communication skills in English
- Bachelor's degree in Pharmacy, preferably from University of Medicine and Pharmacy at HCMC.
- Preferably 1–2 years of experience in pharmaceutical raw material (API) or excipient sales
- Have knowledge about regulations related to API & the business of Trading Company
- Good communication, negotiation, and persuasion skills.
- Careful, well-organized, and logical working style.

#LI-JACVN

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Company Description