



PR/095499 | Sales Executive

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1578058

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

February 16th, 2026 11:37

General Requirements

Minimum Experience Level

Over 3 years

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

Job Responsibilities:

- Sales of chemical products (mainly synthetic rubber related) domestically and internationally.
- Follow up with existing domestic customers (including quarterly visits with overseas suppliers).
- Follow up with existing overseas customers (includes business trips to Sri Lanka, India, China, Indonesia, etc.).
- Frequent email communication with overseas suppliers and affiliates.
- Develop new customers and suppliers both domestically and internationally. Conduct market research.
- Support sales for the Japan head office (communication via phone/email).
- Handle general trade practices (shipping arrangements, overseas credit management, etc.).

Requirements

Mandatory:

- Knowledge of the chemical industry (technical understanding).
- At least 3 years of experience working in Japanese or foreign-owned companies.
- At least 3 years of experience in negotiations with overseas customers/suppliers.
- Business-level English proficiency (internal communication is in English).
- Proficiency in MS Office (Outlook, Word, Excel, PowerPoint).
- Strong communication, problem-solving, and logical thinking skills.
- Proactive and self-motivated.

Preferred:

- University degree in Chemistry or a related field with industry connections.
- Positive and bright personality.

Benefits

- Bonus: 3–5 months (based on 2020 results).
- Benefits: Private medical insurance (\$36/month), company trips (e.g., Tokyo, Kyoto, Chengdu, Hokkaido, Osaka, Fukuoka), and social gatherings.
- Allowances: Transportation, overtime, business trip, and other allowances standard for Japanese companies in accordance with Vietnamese law

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.

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Company Description