



PR/095876 | Sales Representative (Food - Horeca)

## Job Information

### Recruiter

JAC Recruitment Vietnam Co., Ltd

### Job ID

1599163

### Industry

Restaurant, Food Service

### Job Type

Permanent Full-time

### Location

Vietnam

### Salary

Negotiable, based on experience

### Refreshed

June 26th, 2026 11:02

## General Requirements

### Minimum Experience Level

Over 6 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

### Company and Job Overview

A Japanese company specializing in Food is looking for Sales Manager to join their dynamic team in Ho Chi Minh city .

### Job Responsibilities

- Develop the assigned sales territory by finding new customers and maintaining relationships with existing customers.
- Expand the customer base through various channels: in-person visits, phone calls, online research, and participation in trade events.
- Introduce, advise, and persuade customers by clearly explaining the features, benefits, and value of the product.
- Drive sales for hotels, restaurants, catering companies, food stores, large retailers, factories, etc.
- Track orders and coordinate with the warehouse and delivery team.
- Achieve assigned sales targets.

### Job Requirements

- College/University Degree.
- At least 5 years experience in Horeca sales and strong sales skills.
- Preference given to candidates who have worked for Japanese companies or in Japanese food sales.
- Good communicate in English.

- Candidates with a proactive sales mindset, capable of expanding into new markets.

#LI-JACVN

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Company Description