

Sales Executive(Hanoi/Business Development (China & Taiwan))

Job Information

Recruiter[REERACOEN VIETNAM CO.,LTD.](#)**Job ID**

1601282

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Vietnam

Salary

6 million yen ~ 6.5 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Work Hours

8:00~17:00

Holidays

・ Saturday ・ Sunday ・ National Holiday

Refreshed

August 25th, 2026 00:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Taiwanese: Native Level

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

【Job Summary】

A prominent international Japanese trading company with a long-standing history is expanding its strategic sales operations in Vietnam. The company specializes in delivering high-value industrial solutions, chemical products, and plastic resins to global manufacturers. To accelerate growth among Chinese and Taiwanese manufacturing accounts in the northern and southern regions, the firm seeks a dynamic sales professional to drive business operations from its Hanoi office.

【Responsibilities】

Sales & Marketing: Develop and implement sales and marketing strategies to sales targets

- ・ Develop and maintain relationships with new and existing customers
- ・ Study, Search, Update of market intelligence, quotations, presentations, concepts, etc... to look for business opportunities
- ・ Market research and Promoting sales
- ・ Market survey & budget management
- ・ Conduct market research and analysis to evaluate trends, brand awareness and competition ventures.

- Monitoring ongoing campaign spending against the budget, keeping accurate records and reporting to Manager
- Regular meeting customers to understand business requirements and address those needs by all means
- Do sales for both Hanoi and Ho Chi Minh (Based in Ha Noi)

Coordinating:

- Contact to get orders and coordinating with Customer, Supplier, and the Logistics
- Coordinate with other departments (Customer service, Accounting,...) to solve customer requirements

Sales Performance:

- Planning and delivery:
- Control sale budget
- Control AR (Account Receivable)
- Control Stock out- in
- Promote relation with customers through frequent visit
- Develop new business
- Provide product's information
- The other tasks assigned by the Manager.

【Job Attraction】

- Global Career Platform: Work within a well-reputed Japanese trading firm with extensive regional networks, offering great visibility and professional stability.
- High Autonomy and Impact: Take full ownership of the Chinese/Taiwanese business segment with direct responsibility for Hanoi and Ho Chi Minh market expansion.
- Collaborative Environment: Benefit from a professional, agile, and supportive corporate culture that values integrity, teamwork, and high performance.

【Benefits&Allowance】

- Bonus twice a year (last year's actual payment: 2.8 months' salary per year)
- Visa and work permit sponsorship
- Overseas accident insurance
- One round-trip airfare to the home country per year
- Sales allowance
- Position allowance
- Company car provided (one vehicle per sales representative)

Required Skills

< Must >

- Bachelor degree related to sales or marketing
- At least 2 years of experience in Hanoi development sales with a personal network of China/Taiwan clients in Hanoi
- English: Upper-Intermediate level.
- Taiwanese: Native Level
- Ability to work independently, high sense of responsibility, professionalism

< Prefer >

- Having experience working in a plastic industry.
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Company Description