



PR/096099 | Sales Manager - Modern Trade Channel

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1604979

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

August 11th, 2026 02:00

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

Company and Job Overview

A Japanese company specializing in FMCG is looking for Sales MT Manager to join their dynamic team in Ho Chi Minh City.

Job Responsibilities

- As a manager of the MT team, He/she needs to understand the characteristics of retail stores such as supermarkets and lead multiple supervisors.
- Maximize sales volume and revenue through building and maintaining relationships with distributors.
- Under the direction of the senior manager, he/she will plan and execute sales plans and formulate and direct sales promotion plans.
- Budgeting for promotional expenses, and planning and executing effective promotional strategies in collaboration with the marketing team.
- Review sales performance, identify issues, and implement improvement measures.

Job Requirements

- Vietnam MT Sales Experience: 5+ years of sales experience in the Modern Trade sector for FMCG products (experience with processed foods or working for a Japanese company is a plus)
 - 5+ years of experience in a Management position.
 - Having good English skills
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- PC skills: Analysis and document creation skills using Word , Excel , and PowerPoint (general intermediate level)

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Company Description