

PR/096133 | Direct Sales Executive

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1607095

Industry
Electric Power, Gas, Water

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 03:00

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

We are seeking a highly skilled Direct Sales Executive (B2B).

Department: Smart Business Solution Dept. (SBS)

Products: Multi-function copiers (MFP) and supporting Office Solutions, Information Display Panel (IDP), and Interactive White Board (IWB)

Working Place: Ho Chi Minh City

JOB RESPONSIBILITIES

- Attend to copier orders and realize sales.
- Observe and develop sales activities to achieve monthly sales targets; follow up on orders, delivery, and payments.

- Contact, approach, and visit customers to introduce products (MFP, IDP, IWB).
- Take care of current accounts and develop new local and foreign accounts.
- Provide solution consultation and multifunction office system recommendations for customers.
- Prepare quotations, take orders, and follow up on payments (monthly collection).
- Conduct daily/weekly sales reviews with the Manager.
- Prepare and submit monthly/quarterly forecasts and sales plans.
- Support product development.
- Provide solution packages in combination with consumer electronics products (if any).
- Perform other related tasks as assigned by the Direct Sales Manager.

JOB REQUIREMENTS

- University degree and/or IT background is an advantage.
- Experience in B2B sales.
- English language ability is preferable.
- Basic computer skills.
- Good communication and negotiation skills; customer-focused, enthusiastic, and patient.

BENEFITS

- Working Hours: Monday – Friday, 8:30 – 12:00 and 13:00 – 17:30
- Lunch Break: 12:00 – 13:00
- Reporting to: Direct Sales Manager
- Base salary: Negotiable, plus sales commission.
- Health insurance (additional company offer).
- Yearly health check-up.
- Leave: 14 annual leave days, 3.5 company holidays, and 4 sick leave days (free).

About the company

A multinational corporation operating in the electronics and technology sectors, specializing in consumer electronics, home appliances, and business solutions. The company maintains a global operational network and is distinguished by its capabilities in technological innovation and manufacturing.

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Company Description