



PR/096276 | Global Sales Representative

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1616910

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

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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

We are looking for a Global Sales Representative to join our company in Ba Ria - Vung Tau, responsible for developing new customers, maintaining business relationships, and driving sales growth.

Responsibilities

1. Global Customer Sales

- Manage sales to global customers in close collaboration with group sales companies.
- Develop sales budgets and forecasts; monitor and report on progress.
- Gather information on customers' products, business conditions, and needs.
- Propose products and negotiate product specifications and terms.
- Prepare and present offers; lead and close sales and purchase contracts.

2. New Business Development (ASEAN Region)

- Identify and develop new customers within the ASEAN region.
- Conduct direct, face-to-face sales activities with prospective customers.
- Perform the same full sales cycle as for global customers (proposal, negotiation, closing, follow-up)

3. Market Research and Intelligence

- Conduct regular research visits to raw-material production areas.
- Perform market visits and observations within Vietnam and overseas (ASEAN region).
- Prepare internal reports and create sales materials based on market findings.

Requirements

- Bachelor's degree in Business, Marketing, or related field
- Minimum 5-7 years of progressive experience in sales or commercial management, preferably in a foreign-capital / multinational company (Agriculture products)
- Knowledge of food safety regulations (BRCS, HACCP, ISO22000)
- Fluency in business English (spoken and written).
- Strategic thinking and strong analytical ability.

About the company

Our client is a agriculture, food & beverage manufacturing company.

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Company Description