

PR/096372 | Sales Executive – Industrial Construction / Factory Projects in Hanoi

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1621169

Industry
Civil Engineering and Construction

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

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General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Responsibilities

1. Maintain an up-to-date list of existing and new clients, including at least: project name, internal person in charge, client PIC, industrial park/zone, schedule and completion date (if available), and the referring consultant company.
2. Visit industrial parks and keep visit records. Use phone and email as well, and record contact with each active client at least once a month.
3. List foreign companies with potential projects, organized by industry and location.
4. Report visit records and information to the manager regularly and receive guidance.
5. When a project becomes concrete, arrange client meetings and attend together with the Japanese manager.
6. Help decide the approach for each client's potential construction needs.
7. Coordinate and prepare the internal schedule up to the submission deadline.

Requirements

- Vietnamese nationality
- At least 5 years of experience in sales
- Experience as a QS consultant at a Japanese or foreign company is a plus
- Strong English communication skills, both written and spoken
- Professional appearance and manners
- Able to take short business trips across Vietnam (North, Central and South)
- Able to work on weekends during busy periods

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Company Description