

PR/096440 | Assistant Sales Manager / Deputy Sales Manager

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1623959

Industry
Other (Trade)

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 10:26

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 an experienced and proactive **Assistant Sales Manager** / Deputy Sales Manager to support and drive business growth in the trading sector, with a particular focus on biomass fuels and related materials. The successful candidate will be responsible for managing trading operations, developing new business opportunities, strengthening client relationships, and expanding supplier and sales networks in both domestic and international markets.

JOB RESPONSIBILITIES

- Manage sales activities and oversee trading operations related to biomass fuels and materials.
- Build, maintain, and strengthen relationships with existing customers to ensure stable and continuous business operations.
- Identify and develop new suppliers while expanding sales channels in local and overseas markets.
- Explore new business opportunities and lead business development initiatives to achieve sales growth targets.

- Conduct market research and analyze industry trends to identify potential growth areas.
- Coordinate closely with senior management to ensure smooth execution of business strategies and daily operations.
- Lead commercial negotiations with customers and suppliers regarding pricing, contracts, and business terms.
- Manage trading transactions and ensure effective communication among all stakeholders throughout the business process.
- Prepare sales forecasts, business reports, and market analysis for management review.

JOB REQUIREMENTS

- Bachelor's degree in Business Administration, International Trade, Marketing, Economics, or a related field.
- Proven experience in sales, trading, or business development within a trading company.
- Hands-on experience and knowledge of biomass materials/products are highly preferred.
- Strong track record in developing new business opportunities and expanding market presence.
- Excellent negotiation, communication, and relationship management skills.
- Ability to work independently and manage multiple projects simultaneously.
- Business-level English communication skills (spoken and written) are required.
- Experience working with international suppliers and customers is an advantage.

Preferred Qualifications:

- Experience in import-export and international trading operations.
- Established network within the biomass, energy, commodity, or industrial materials sectors.
- Leadership experience in managing sales teams or business development projects.

BENEFITS

- Competitive salary and performance-based bonus.
- 2-month probationary period – 90% of salary.
- Professional and international working environment.
- Career growth and development opportunities.
- Additional benefits in accordance with company policy and Vietnamese labor regulations.
- Time work: 8:00 ~ 17:00 (Break time: 12:00 ~ 13:00)

About the company

We are a 100% foreign-invested enterprise (FDI) wholly owned by Corporation of Japan, one of the core trading arms of the global steel giant. Officially established in Vietnam in 2013 , this company plays a strategic role in the wholesale trading of metals and steel products, serving industrial clients across sectors like construction, manufacturing, and energy.

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Company Description