



PR/094825 | Sales Executive

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1541507

業種

物流・倉庫

雇用形態

正社員

勤務地

ベトナム

給与

経験考慮の上、応相談

更新日

2025年05月20日 12:58

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

OVERVIEW

A foreign-invested enterprise (100% Japanese-owned) specializing in logistics and supply chain solutions.

Location: Hanoi, Vietnam

Industry: Logistics / Supply Chain / Freight Forwarding

Company size: Under 100 employees

Responsibilities

- Acquire new business accounts (mostly freehand)
- Plan sales activities by territory and industry
- Follow up closely with prospective and existing clients to expand and secure business

- Analyze customer needs and technology requirements; develop tailored solutions
- Conduct customer meetings, service introductions, and presentations
- Meet sales targets set by the management team
- Collaborate with internal departments to resolve customer claims and propose solutions
- Adhere to company's code of ethics in business practices
- Submit sales reports to management in a timely manner
- Coordinate with the Sales team to exchange information and refine strategies
- Convert sales leads into customers
- Perform other duties as assigned by the line manager/BOD

Requirements

- Strong written and verbal English communication skills
- Minimum 4 years' experience in hunting sales within Freight Forwarding, Logistics, Local Delivery, etc.
- Proven sales performance and achievements
- Certification in formal sales training programs is an advantage
- Proficiency in Microsoft Office
- Outgoing, proactive, and highly customer-focused
- Excellent skills in networking, persuasion, presentation, and negotiation
- Strong ability to create customer value and empathize with client needs
- Able to work both independently and in teams under high pressure
- High sense of responsibility and strong work ethic
- Willingness to travel for business
- Experience with local and multinational customers
- Gender: Male/Female
- Japanese language proficiency is a plus

Benefits

- Holiday allowance: VND 500,000, three times/year
- Annual company trip
- Health insurance, family day, year-end party, Tet gift, Mid-Autumn gift
- Sales-related allowances: business trips, transportation, telephone
- Full social insurance as per Vietnam Labor Law
- 13th-month salary bonus and annual salary review
- Friendly and dynamic working environment
- Training and career development opportunities

#LI-JACVN

会社説明