



PR/094837 | Sales Manager, AGRO

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1541519

業種

化学・素材

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07月01日 06:00

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

COMPANY OVERVIEW

A global company specializing in the chemicals and food ingredients industry

JOB RESPONSIBILITIES

Promote the company and develop sales of the Agro Crop Protection product range to achieve agreed business targets and meet customer needs. Build relationships with key contacts and customers, seeking and pursuing opportunities to grow sales of existing and development products.

- Manage a set range of Accounts in Vietnam, further develop the existing customers and attract new ones in the Agro market segment.
- Work closely with the Business Manager and Market Segment Director, identifying any additional opportunities in this area. Responsible for meeting set budgetary goals with particular emphasis on specific KPIs as determined by the

company.

- Secure and develop new businesses, identify and obtain new suppliers and product lines.
- Generate sales and profitable margins by managing and expanding existing business and targeting and opening new business.
- Ensure regular update of sales excellence tools [e.g. Customer Relationships Management CRM] and proper maintenance and accuracy of data.
- Ensure regular communication as and when required with key principals.
- Manage, develop and understand the needs of a growing customer base, making regular visits to these accounts to build, maintain and manage relationships with key contacts at all levels.
- Seek and gather the right marketing/competitive information and propose to Business Manager/Managing Director for approval, in order to optimise returns to achieve business growth.
- Seek out, analyse and develop new accounts, promoting sales of both existing, new and development products in line with business growth strategies.
- Identify and recommend new product range opportunities through market survey.
- Gather, analyse, interpret and present market, product, competitor and industry data to enable development of the forward strategy of the business.
- Pro-actively monitor and review payment terms against customer portfolio, ensuring that payment terms and methods are adhered to, keeping business risk to a minimum. Ensure that payment terms and cash flow implications are considered at time of negotiation for all new and existing business.
- Create and communicate development plans to ensure that business objectives are optimised and sales retention and growth targets are achieved.
- Carry out visits to target customers to promote products and provide feedback to business and suppliers of customer response and activity.
- Responsible for generating sales, purchase forecast and overall inventory management.
- Ensure compliance and conformity with local regulations for new businesses.
- Ensure the implementation and monitoring of campaigns.

JOB REQUIREMENTS

- Minimum Bachelor's degree (or higher) in Chemical Engineering/Chemistry or other similar technical qualification is required.
- Experience in selling Agro raw materials industry will be a plus point.
- Good command of English (written and verbal) is a must.
- 5 years of progressive experience in sales / commercial / leadership roles.
- Excellent communication, negotiation and interpersonal skills.
- Able to liaise with people at all levels, both internally and externally.
- Strong team player.
- Excellent time management skills in order to follow different assigned targets.
- Highly organized, hands-on, able to work well under pressure, handle multiple priorities and meet deadlines.
- Sense of ownership and drive (problem solver, self-starter with a bias for prompt action and removing roadblocks, accountable to get things done in a timely manner).

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