



PR/095212 | Key Account Manager

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1559770

業種

その他（メーカー）

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12月09日 03:00

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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

JOB RESPONSIBILITIES

- Execute selling activities in relation to specific Retail Brands & Information Solutions Master Customer programs within a geographic
- Execute selling activities for the entire IBMS product portfolio towards assigned major customer accounts (factories, vendors, agents).
- Communicate market intelligence and competitor movements to the Company.
- Identify and generate sales prospects and be accountable for developing relationships with these prospects.
- Complete customer call reports, account plans and sales reports in a timely and accurate manner.
- Maintain accurate and up-to-date records of all actual and attempted customer interactions.
- Work as a team to identify issues, propose solutions and take part in projects to contribute to operation and sales efficiency.

- Build and maintain relationships with target factories, vendors, agents and buying offices of Master Customers.

JOB REQUIREMENTS

- Have at least 5 year of experience including at least 3 year of experience in sales B2B, knowledge of looking for prospects, suppliers and used to work in the factory.
- Bachelor Degree from any discipline.
- At least 5 years sales experience .
- Have experience on build and manage a team with at least 3 -5 members.
- Prefer experience in apparel/ footwear manufacturing, merchandising and trim accessory supply.
- Fluency in both English and Chinese is our MUST requirement
- Good interpersonal skills, responsive and highly self motivated .
- Customer oriented, hard worker, trustworthy.
- Product knowledge, market intelligence, sales skills, management and
- leadership competencies

#LI-JACVN

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.vn/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.vn/terms-of-use>

会社説明