



PR/095226 | Sales Manager (Beverage Ingredients)

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1560902

業種

レストラン・フードサービス

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10月07日 11:34

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

Company and job overview

Our client is a company in beverage products industry in Ho Chi Minh City

Job Responsibilities

- Responsible for sales target achievement.
- Visit new customers regularly and build up good relationship with customers.
- Develop new customers and also create Sales / Customer Strategy.
- Oversee day-to-day operations in the sales department and the performance and activities of the sales team
- Set sales targets and lead the sales team to achieve those sales goals
- Implement a successful sales strategy and develop processes that drive sales

- Perform a sales analysis and solve sales problems by developing innovative sales solutions and Supervise and provide guidance to team members
- Monitor the competition to better understand issues and threats and develop plans to eliminate barriers
- Negotiate Distributors/ Dealers contracts and value packages to insure an acceptable return on company resources invested
- Actively engage with Distributors / Dealers to explore different distribution model to optimize the cost and maximize the sustainable sales growth opportunity and profit
- Manage & strengthen the business partnership with Distributors / Dealers. Ensure Distributors /Dealer' operations are efficient and effective i.e., warehouse & inventory management, logistics, sales effectiveness and productivity
- Participating in Road Show and Exhibitions (Such as Food and Hotel Vietnam, Cafe Show, VIETFOOD or related exhibition).

Job Requirements

- University degree
- At least 3 years of experience in Sales Manager
- Good command of written and spoken English
- Excellent leadership, interpersonal, communication, and analytical skills
- Experience in HORECA Sales and Channel Development
- Passion for food and beverage trends and the hospitality industry

#LI-JACVN

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会社説明