

PR/095579 | Sales Executive (Pharmaceutical Raw Materials / API)

募集職種

人材紹介会社
JAC Recruitment Vietnam Co., Ltd

求人ID
1577520

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
2026年02月10日 10:12

応募必要条件

職務経験
1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
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
JAC's client is a Japanese Trading Company hiring Sales Executive (Raw Materials in Pharma))
Job Responsibilities
Customer & Sales Management

- Manage existing customers and understand their needs.
- Prepare quotations, negotiate contracts, and achieve assigned sales targets (KPIs).
- Support customers with product registration documents and related requirements.
- Maintain long-term relationships and ensure customer satisfaction.

Order, Contract & Delivery Coordination

- Handle customer orders from quotation to delivery.
- Coordinate with internal departments (CS, Legal, Finance, Regulatory) to ensure compliance with regulations and contract terms.
- Monitor shipment status, delivery progress, and resolve shipment-related issues.
- Follow up customer payments and receivables.

New Business Development

- Search for and approach new customers.
- Develop new business opportunities in the pharmaceutical raw materials market.
- Build long-term partnerships with potential customers.

Supplier Management & Product Development

- Work with overseas suppliers, head office, and branches to manage sourcing activities.
- Support product development and expand the product portfolio.

Reporting & Market Monitoring

- Monitor market trends and business performance.
- Prepare periodic sales and market reports for management.

Requirements:

- Must have strong written and verbal communication skills in English
- Bachelor's degree in Pharmacy, preferably from University of Medicine and Pharmacy at HCMC.
- Preferably 1–2 years of experience in pharmaceutical raw material (API) or excipient sales
- Have knowledge about regulations related to API & the business of Trading Company
- Good communication, negotiation, and persuasion skills.
- Careful, well-organized, and logical working style.

#LI-JACVN

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会社説明