Sales Excutive(Hanoi/Business Development (China & Taiwan)

募集職種

人材紹介会社
リーラコーエン ベトナム

求人ID
1601282

業種
化学・素材

雇用形態
正社員

勤務地
ベトナム

給与
600万円 ~ 650万円

ボーナス
固定給+ボーナス

勤務時間
8:00~17:00

休日・休暇
・Saturday ・Sunday ・National Holiday

更新日
2026年11月17日 01:00

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
無し

Taiwanese: Native Level

最終学歴
大学卒： 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 Summary】
A prominent international Japanese trading company with a long-standing history is expanding its strategic sales operations in Vietnam. The company specializes in delivering high-value industrial solutions, chemical products, and plastic resins to global manufacturers. To accelerate growth among Chinese and Taiwanese manufacturing accounts in the northern and southern regions, the firm seeks a dynamic sales professional to drive business operations from its Hanoi office.

【Responsibilities】
Sales & Marketing: Develop and implement sales and marketing strategies to sales targets
・Develop and maintain relationships with new and existing customers
・Study, Search, Update of market intelligence, quotations, presentations, concepts, etc... to look for business opportunities
・Market research and Promoting sales
・Market survey & budget management
・Conduct market research and analysis to evaluate trends, brand awareness and competition ventures.

・Monitoring ongoing campaign spending against the budget, keeping accurate records and reporting to Manager
・Regular meeting customers to understand business requirements and address those needs by all means
・Do sales for both Hanoi and Ho Chi Minh (Based in Ha Noi)

Coordinating:
・ Contact to get orders and coordinating with Customer, Supplier, and the Logistics
・Coordinate with other departments (Customer service, Accounting,...) to solve customer requirements

Sales Performance:
・Planning and delivery:
・Control sale budget
・Control AR (Account Receivable)
・Control Stock out- in
・Promote relation with customers through frequent visit
・Develop new business
・Provide product’s information
・The other tasks assigned by the Manager.

【Job Attraction】
・Global Career Platform: Work within a well-reputed Japanese trading firm with extensive regional networks, offering great visibility and professional stability.
・High Autonomy and Impact: Take full ownership of the Chinese/Taiwanese business segment with direct responsibility for Hanoi and Ho Chi Minh market expansion.
・Collaborative Environment: Benefit from a professional, agile, and supportive corporate culture that values integrity, teamwork, and high performance.

【Benefits&Allowance】
・ Bonus twice a year (last year's actual payment: 2.8 months' salary per year)
・Visa and work permit sponsorship
・Overseas accident insurance
・One round-trip airfare to the home country per year
・Sales allowance
・Position allowance
・ Company car provided (one vehicle per sales representative)

スキル・資格

< Must >
・Bachelor degree related to sales or marketing
・At least 2 years of experience in Hanoi development sales with a personal network of China/Taiwan clients in Hanoi
・English: Upper-Intermediate level.
・Taiwanese: Native Level
・Ability to work independently, high sense of responsibility, professionalism

< Prefer >
・Having experience working in a plastic industry.

会社説明