

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08月25日 00:00

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