

PR/096133 | Direct Sales Executive

募集職種

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

求人ID
1607095

業種
電力・ガス・水道

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10月20日 04:00

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

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

We are seeking a highly skilled Direct Sales Executive (B2B).

Department: Smart Business Solution Dept. (SBS)

Products: Multi-function copiers (MFP) and supporting Office Solutions, Information Display Panel (IDP), and Interactive White Board (IWB)

Working Place: Ho Chi Minh City

JOB RESPONSIBILITIES

- Attend to copier orders and realize sales.
- Observe and develop sales activities to achieve monthly sales targets; follow up on orders, delivery, and payments.

- Contact, approach, and visit customers to introduce products (MFP, IDP, IWB).
- Take care of current accounts and develop new local and foreign accounts.
- Provide solution consultation and multifunction office system recommendations for customers.
- Prepare quotations, take orders, and follow up on payments (monthly collection).
- Conduct daily/weekly sales reviews with the Manager.
- Prepare and submit monthly/quarterly forecasts and sales plans.
- Support product development.
- Provide solution packages in combination with consumer electronics products (if any).
- Perform other related tasks as assigned by the Direct Sales Manager.

JOB REQUIREMENTS

- University degree and/or IT background is an advantage.
- Experience in B2B sales.
- English language ability is preferable.
- Basic computer skills.
- Good communication and negotiation skills; customer-focused, enthusiastic, and patient.

BENEFITS

- Working Hours: Monday – Friday, 8:30 – 12:00 and 13:00 – 17:30
- Lunch Break: 12:00 – 13:00
- Reporting to: Direct Sales Manager
- Base salary: Negotiable, plus sales commission.
- Health insurance (additional company offer).
- Yearly health check-up.
- Leave: 14 annual leave days, 3.5 company holidays, and 4 sick leave days (free).

About the company

A multinational corporation operating in the electronics and technology sectors, specializing in consumer electronics, home appliances, and business solutions. The company maintains a global operational network and is distinguished by its capabilities in technological innovation and manufacturing.

#LI-JACVN

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会社説明