

PR/096276 | Global Sales Representative

募集職種

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

求人ID
1616910

業種
その他（メーカー）

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27日 08:00

応募必要条件

職務経験
6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 looking for a Global Sales Representative to join our company in Ba Ria - Vung Tau, responsible for developing new customers, maintaining business relationships, and driving sales growth.

Responsibilities

1.Global Customer Sales
- Manage sales to global customers in close collaboration with group sales companies.
- Develop sales budgets and forecasts; monitor and report on progress.
- Gather information on customers' products, business conditions, and needs.
- Propose products and negotiate product specifications and terms.
- Prepare and present offers; lead and close sales and purchase contracts.

2. New Business Development (ASEAN Region)
- Identify and develop new customers within the ASEAN region.
- Conduct direct, face-to-face sales activities with prospective customers.
- Perform the same full sales cycle as for global customers (proposal, negotiation, closing, follow-up)

3. Market Research and Intelligence

- Conduct regular research visits to raw-material production areas.
- Perform market visits and observations within Vietnam and overseas (ASEAN region).
- Prepare internal reports and create sales materials based on market findings.

Requirements

- Bachelor's degree in Business, Marketing, or related field
- Minimum 5-7 years of progressive experience in sales or commercial management, preferably in a foreign-capital / multinational company (Agriculture products)
- Knowledge of food safety regulations (BRCS, HACCP, ISO22000)
- Fluency in business English (spoken and written).
- Strategic thinking and strong analytical ability.

About the company

Our client is a agriculture, food & beverage manufacturing company.

#LI-JACVN

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: https://www.jac-recruitment.vn/privacy-policy
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会社説明