



PR/096342 | Hunting Sales Executive

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1618516

業種

物流・倉庫

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 10:19

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

Main services:

Warehouse services;

Services of goods transportation agency;

Other support services to principal logistics services including activities of receipt, storage and information management related to transportation and storage of goods throughout entire logistic process; activities of handling goods returned by clients, inventory and of out-of-date goods and redistribution of such goods; and activities of leasing and hire purchase of containers;

- Market research (except for public opinion polls) – CPC 86401

Job Description

- Hunting sales for new accounts (mostly freehand)
- Conduct sales planning for assigned territories and industries.

- Close follow up with potential and existing customers to maintain, grow and secure more business opportunities.
- Approach and analyze the customer's business and technology requirements and developing customized solutions to fit the need.
- Hunting sales for new accounts (mostly freehand)
- Conduct sales planning for assigned territories and industries.
- Close follow up with potential and existing customers to maintain, grow and secure more business opportunities.
- Approach and analyze the customer's business and technology requirements
- and developing customized solutions to fit the need.
- Conduct meetings, service introductions, and presentations to acquire new customers.
- Achieve sales target set by management.
- Work closely with other departments within the company to settle claims and propose solutions
- Comply with company's policy on business ethics.
- Complete Company's sales reporting requirements (to Manager or higher level) in a timely manner.
- Coordinate with the Sales team to share potential customer information and optimize sales strategies.
- Convert sales leads into customers
- Other jobs as required by line manager/BOD

Job Requirement

- Good written and verbal communication skills in English
- At least 4 years of working experience in hunting Sales Freight Forwarding,
- Logistics, Local Delivery...
- Proven track record of sales achievements
- Certificate of formal sales training programs will be a plus
- Good at Microsoft Office
- Extroverted, can-do spirit, insanely customer-centric, good interpersonal skills
- Soft skills in: networking/persuasion/presentation/negotiation are highly
- required.
- Ability to deliver value to customers, willing to stand from customers' point
- of view
- Ability to work in group and independently and able to work under highpressure
- Ability to work hard and takes responsibility
- Ability to go to business trip.
- Experience with local MNCs customer
- Japanese language will be an advantage.
- Benefits & Policies
- Holiday allowance: 500,000 VND 3 time / years
- Company trip
- Healthy insurance, family day, year end party, Tet gift, mid-autumn gift

- Sales allowance: Business trip, transportation, telephone.
- Full social insurance according to Vietnam Labor Law.
- 13th month salary bonus, salary review every year.
- Working in a dynamic & friendly working environment.
- Training and career development opportunities.

#LI-JACVN

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会社説明