

PR/096440 | Assistant Sales Manager / Deputy Sales Manager

募集職種

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

求人ID
1623959

業種
その他（商社）

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11月24日 10:26

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 an experienced and proactive **Assistant Sales Manager** / Deputy Sales Manager to support and drive business growth in the trading sector, with a particular focus on biomass fuels and related materials. The successful candidate will be responsible for managing trading operations, developing new business opportunities, strengthening client relationships, and expanding supplier and sales networks in both domestic and international markets.

JOB RESPONSIBILITIES

- Manage sales activities and oversee trading operations related to biomass fuels and materials.
- Build, maintain, and strengthen relationships with existing customers to ensure stable and continuous business operations.
- Identify and develop new suppliers while expanding sales channels in local and overseas markets.
- Explore new business opportunities and lead business development initiatives to achieve sales growth targets.

- Conduct market research and analyze industry trends to identify potential growth areas.
- Coordinate closely with senior management to ensure smooth execution of business strategies and daily operations.
- Lead commercial negotiations with customers and suppliers regarding pricing, contracts, and business terms.
- Manage trading transactions and ensure effective communication among all stakeholders throughout the business process.
- Prepare sales forecasts, business reports, and market analysis for management review.

JOB REQUIREMENTS

- Bachelor's degree in Business Administration, International Trade, Marketing, Economics, or a related field.
- Proven experience in sales, trading, or business development within a trading company.
- Hands-on experience and knowledge of biomass materials/products are highly preferred.
- Strong track record in developing new business opportunities and expanding market presence.
- Excellent negotiation, communication, and relationship management skills.
- Ability to work independently and manage multiple projects simultaneously.
- Business-level English communication skills (spoken and written) are required.
- Experience working with international suppliers and customers is an advantage.

Preferred Qualifications:

- Experience in import-export and international trading operations.
- Established network within the biomass, energy, commodity, or industrial materials sectors.
- Leadership experience in managing sales teams or business development projects.

BENEFITS

- Competitive salary and performance-based bonus.
- 2-month probationary period – 90% of salary.
- Professional and international working environment.
- Career growth and development opportunities.
- Additional benefits in accordance with company policy and Vietnamese labor regulations.
- Time work: 8:00 ~ 17:00 (Break time: 12:00 ~ 13:00)

About the company

We are a 100% foreign-invested enterprise (FDI) wholly owned by Corporation of Japan, one of the core trading arms of the global steel giant. Officially established in Vietnam in 2013 , this company plays a strategic role in the wholesale trading of metals and steel products, serving industrial clients across sectors like construction, manufacturing, and energy.

#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.

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会社説明