

## Sales Director

Company: GroupG Asia Pacific Pte Ltd.

Department: Sales

Location: Ho Chi Minh City

Report to: CEO

Incorporated in Singapore, GroupG Asia Pacific – A Group of Companies aims to deliver concepts, ideas, and complete solutions tailored to customers in the food, pharmaceutical, and cosmetic industry. We are looking for our Sales Director to become part of a young-passion-innovative team.

### Key Responsibilities

- Formulate and implement business strategies, sales and marketing strategies.
- Identify new market opportunities.
- Develop new customers to increase company turnovers, increase old customers buying turnovers, identify best customers for the company.
- Enhance and develop sales team skills.
- Formulate sales forecast in short and long term, sales strategy and sales plan in line with company strategy and policy in order to expand the market coverage, build the company image and achieve company Sales targets.
- Improve the market position of Company and helping it in every way to achieve the desired financial growth.
- Building key customer relationships to a long-term basis in order to help the company maintain a good position in the market.
- Personal care and carry negotiations with both old and prospective customers.
- Maintain extensive knowledge of the current developments in the business market in order to assess the position of the company and determine how to improve it.
- Work in the development of effective sales and marketing strategies and making them a reality

## Qualifications

- Bachelor's Degree in Business Administrative/Economics/Foreign Trade or related fields
- 7-10 years' experience in Sales Manager/ Director position is preferred.
- Fluent in English (written and verbal)
- Very good team player with a positive 'Can Do 'attitude & collaborative mindset
- Industry-related expert.

## Benefits

- Excellent remuneration
- Salary: negotiation package
- Collaborative work culture
- Opportunity of role ownership to make your mark within a progressive environment
- Stable, well established and ethical business
- Ongoing social events and fun working atmosphere

Should you be interested in the position, please send your CV and application letter to [hr@groupg.com.sg](mailto:hr@groupg.com.sg).

## About GroupG Asia Pacific:

- Incorporated in Singapore, GroupG Asia Pacific - Group of Companies aims to deliver concepts, ideas, and complete solutions tailored to fit your processes and to serve your market.
- We have 20 years of experience in providing technology transfer and distributing food specialties, food ingredients and fragrances for manufacturers in Asia.
- Besides, GroupG provides export & OEM/ODM solutions to connect local manufacturers with worldwide partners to bring products to all over the world.