

## Sales Manager

Company: GroupG Asia Pacific Pte Ltd.

Department: Sales

Location: Ho Chi Minh City

Report to: Sales Director/ 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 Manager to become part of a young-passion-innovative team.

### Key Responsibilities

- Planning and managing overall business activities for growth and to achieve sales and profitability targets
- Establishing relationships with customers at multi-levels and departments, and to identify opportunities to specify our products
- Identify market trends, competitors' analysis, demands of customers to propose business strategy & plans to the BOD
- Build a network with other suppliers in the company's industry and developing a productive relationship with them
- Work closely with our customers and suppliers to generate new opportunities
- Able to provide consultancy advice regarding project solutions
- Propose working processes that enhance cooperation among departments that create efficiency for the whole company
- Managing key accounts and leading a sales team to perform their duties productively
- Prepare and maintain required reports and update customer/ project database.
- Other assignment and over-time as required

### Qualifications

- Bachelor's degree in related fields.
- Minimum 5 years of experience in the Sales Position of Related Industry. Chemicals/ Food Technology background would be an advantage

- Good business acumen and able to generate and convert leads.
- Excellent English (communication and written)
- Good communication skills with internal/external stakeholders
- Mature, independent and suitable with a dynamic environment.
- Well-organised, details-oriented and able to work independently.

## Benefits

- Negotiable Salary, Commission Sharing and Annual Bonus
- In-house training, suppliers training and by reputable trainers/schools
- The Health, Social, Unemployment Insurance Funds following Vietnam Labor Code after Probation periods.
- Benefits will be subjected to the terms and conditions as set out in the Company's Collective Labor Agreement and the Company Booklet.
- Professional, friendly and dynamic working environment.

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.