

Sales Executive

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 Executive to become part of a young-passion-innovative team.

Key Responsibilities

- Manage sales activity deployment and business generation to achieve yearly targets
- Establishing relationships with customers at multi-levels and departments, and identifying opportunities to specify our products
- Identify market trends, competitors' analysis, the voice of the client
- Work closely with our customers and suppliers to generate new opportunities
- Able to provide consultancy advice regarding product specification
- Managing key accounts and leading a sales team to perform their duties productively
- Prepare and maintain required reports and update customer/ project database.
- Other assignments and over-time as required

Qualifications

- Bachelor's Degree in related fields.
- Chemicals/ Food Technology background would be an advantage
- Fluent in English (communication and written)
- Minimum 1 years working experience with the sales position.
- Good business acumen and able to generate and convert leads
- Pleasant, self-motivated, tactful, and mature
- Well-organised, details-oriented and able to work independently

- Strong analytical skills, good planning and organising skills with ability to cope with changes.

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.

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.