



## **BUSINESS DIRECTOR (FOOD INGREDIENTS UNIT)**

Company: GroupG Asia Pacific Pte Ltd.

Department: BOD

Location: Ho chi minh city

Report for: CEO

Being founded on industrial expertise and a marketing mindset, since 2003, GroupG Asia Pacific has set the mission of creating high-quality care products for life. Based on the fundamental philosophy of supplying specialty ingredients to food, cosmetics, and pharmaceutical manufacturers in Asia, we have taken on the challenge of pursuing a comprehensive solution model with innovation at its core.

Along with the development of society, humans seek values beyond consumption, which is “Living a happier and healthier life” through the improvement of food, lifestyle, healthcare, and environment. For this goal, a one-way supply chain that starts from raw materials, manufacturing, to consumption is no longer enough. Instead, it is a more flexible and multi dimensional value connection to take full advantage of all partners. GroupG Asia Pacific, therefore, believes in the philosophy: Creative Partnerships and Innovative Solutions are the keys that enable us to create Shared Values.

We are looking for this very important post to become part of our professional innovative and dynamic group.

### **Key Responsibilities**

- Be responsible for all activities of the BU under the Company’s policies & regulations.
- Build business strategies, research, evaluate and predict market trends, analyze challenges and opportunities, come up with appropriate development strategies; search, build and expand the market.
- Build an action plan to develop the business in line with the short-term and long-term goals approved by the CEO, monitor the implementation of the plan.
- Manage business operations focused on BU's financial and strategic growth.
- Lead the team to ensure: timely performance, teamwork and continuous product improvement; Be responsible for maximizing BU sales revenues according to annual targets.
- Promote the deployment of sales force in accordance with commercial strategies and measures and ensure the achievement of business goals, build sales policy, after-sales policy...
- Coordinate with the Innovation Hub, especially the Marketing Department team to develop and implement the marketing plan, implement the activities according to the work plan in the most effective way.
- Manage negotiate with the supplier

- Build and maintain relationships with critical customers to increase revenue, while searching for new collaboration opportunities.
- Manage customer information, strengthen relationships with customers, strategic partners and suppliers.
- Coordinate with the Finance & Accounting Division to oversee financial budget controls for each operation, each project, ensuring that all costs are controlled and optimized to the P&L goals.
- Monitoring and reporting on financial performance, taking the necessary measures to profitability targets.
- Support CEO on existing workflows and suggest improvements.
- Develop business unit organization, manage staffs, evaluate the quality of work and competence of employees. Plan and coordinate recruitment, make up recruitment decision for the BU.
- Provide training, guidance to motivate, professional development of staff through performance development, talent development and career development.
- Periodic reporting on performance, progress and other issues to the CEO.
- Carry out additional responsibilities delegated by the Board of Directors.

### **Qualifications**

- Graduated from university/MBA in Economics, Business administration, Marketing.
- 3 years of experience of a similar position in the Food field or minimum 5 years as Director of Dairy & Beverage Unit.
- Having corporate governance, financial and military skills.
- Ability to identify, analyze, evaluate the status and trends of the market in the present and future.
- Ability to communicate, negotiate, present, convince customers, partners.
- Pressure resistance, ability to work with high work efficiency and minimal error.
- Ability to manage and supervise personnel, teamwork skills, team building.
- Good communication in English and Vietnamese.

If you would like to apply for the job, send your resume and cover letter to [pnc@groupg.com.sg](mailto:pnc@groupg.com.sg)