



JOB TITLE: SALES EXECUTIVE

COMPANY

Company name A8 Resource's Client (Code: RM01)
Industry Building materials
Description of Company The Client is focused on distribution of building materials in real estate construction industry.

JOB INFORMATION

Career level Entry-level (Phase 2)
Job type Full-time, permanent
Work location HCMC, Vietnam
Salary Dependent on candidate's qualifications

Job Overview Responsible for sales in allocated products and territories.
Responsibilities
1) Consult product of the Client to potential clients and specifier (investors, consulting design, construction consulting...)
2) Establish and develop relationships with architects, builders... weekly, monthly quarterly.
3) Perform all sales duties (inspecting, sales presentation, sales closing, follow through sales administration and after sales service).
4) Monitor, constantly update project schedule and report (escalation, to the contract, delivery times, specific payment).
5) Actively seek sales opportunities in the customer segment.
6) Collect market information (new products, competitors, ...) and periodic reports.
7) Responsible for sales targets assigned.
8) Perform other duties as assigned by supervisor.

REQUIREMENTS

Attributes
a) Aggressive.
b) Independent.
Skills
a) Good interpersonal and communication skills.
b) Good oral and written communication skills in English.
c) Proficient in the use of MS Office.
d) Networking skills.
e) Sales presentation skills.
f) Reporting skills.
Knowledge
a) University/Diploma degree in Business Administration, Marketing, Economics or other related disciplines.
b) At least three years' experience in building material industry (Paint, cement, concrete, adhesive, roof tiles, etc).
c) Experience working with Architects, Developers, Interior Designer, etc

APPLICATION

Interested applicants shall submit their resume (English) to hr@a8resource.com clearly stating the job title at the top of this ad or call directly to Ms. Thanh at +84(0) 952 2060 for further information.

Great Career, Great Living!

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