

Job Detail

Staff Level

Position Title	Sales staff at a seafood trading company
Recruiter Company	ICONIC Co., Ltd.
Company Name	Company name is private
Activated / Updated	2024-04-23 / 2024-04-23
Job Type	Sales/AE - Wholesale/Distribution/FMCG Sales Sales/AE - Foreign Trade Sales
Industry	
Location	Asia Viet Nam Ho Chi Minh
Job Description	<p>As a local partner of Japanese companies, you will be working for a Vietnamese company that imports and wholesales seafood and livestock products, targeting Japanese and middle-income Vietnamese living in Vietnam. You will be performing the following duties.</p> <p><Main duties></p> <ol style="list-style-type: none"> 1. Sales activities for Japanese food and sushi restaurants (80% existing, 20% new) <ul style="list-style-type: none"> ↳ You will be involved in building relationships with Japanese customers and expanding new business partners. 2. Delivery work for Japanese expatriates and their families living in Ho Chi Minh City <ul style="list-style-type: none"> ↳ Basically, Vietnamese staff will be performing delivery work, but Japanese staff will also be available as needed. 3. Promotional activities for mass retailers <ul style="list-style-type: none"> ↳ You will be required to conduct in-store sales and tasting events as needed, in line with customer needs. <p><Products></p> <ul style="list-style-type: none"> - Fresh agricultural and marine products (salmon, beef) - Frozen seafood and frozen processed products (oysters, octopus, etc.) <p><Business overview></p> <ul style="list-style-type: none"> - Sales destinations: Japanese restaurants, sushi restaurants (for local Japanese and middle-class wealthy people), Japanese supermarkets, etc. - Area: Mainly Ho Chi Minh City <p>*We also have a support system from Japan, as our Japanese partner company visits Vietnam once every 2-3 months.</p>
Company Info	As a local partner for Japanese companies, we are a Vietnamese company that imports and wholesales marine and livestock products, targeting Japanese residents and middle-class, affluent Vietnamese who are interested in Japanese food.
Qualifications	<ul style="list-style-type: none"> • Sales experience: 3 years or more (experience in handling seafood is preferred, but anyone interested in fish and food is also welcome to apply) • English: Internal communication level (e.g. TOEIC 700 points) <ul style="list-style-type: none"> ↳ The official language of the company is Vietnamese, but we have staff who can speak English and Japanese. • PC skills

	*Those applying from a different industry may be required to undergo training in Japan (Kyoto head office or Tokyo) for about 2 months.
English Level	Daily Conversation Level (TOEIC 475-730)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 4000K - JPY 5000K
Salary Description	<ul style="list-style-type: none"> • Incentive system: available • Cost of obtaining work permit: paid by company • Medical insurance: available • Company trips: available