

## Account Manager

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Company: Manpower

Location: Vietnam

Category: other-general

**Working Place:** Ho Chi Minh City

**Working Time:** Monday - Friday

### RESPONSIBILITIES

#### **Customer Focus:**

Primarily focus on Vietnamese, Korean, Chinese customers.

#### **Sales Achievement:**

Achieve or exceed the sales plan for the Vietnamese market in alignment with the overall Business Strategy.

#### **Customer Relationship Management:**

Build, develop, and maintain positive and enduring relationships with customers. Manage relationships to ensure mutual benefit for both the company and the customer.

#### **Sales Opportunities:**

Identify and act upon sales opportunities that contribute to Net Margin development and improvement according to the business strategy.

#### **Credit Management:**

Manage receivables and actively monitor credit performance. Take corrective action within business guidelines to ensure adherence to agreed payment terms.

**Coordination and Communication:**

Coordinate all activities at VN customer sites in alignment with the company's interests.

Serve as the first line of response for technical inquiries from VN customers.

**Pricing Management:**

Manage pricing strategies to maximize margins while retaining desired business.

**REQUIREMENTS****Education:**

Hold a university degree in chemical engineering, chemistry, or business administration.

**Experience:**

Possess 4-6 years of working experience in sales or marketing of industrial products.

**Skills:**

Ability to manipulate and manage marketing information using relevant PC software.

Comprehensive understanding of market dynamics and customer needs. Knowledge spanning multiple product lines. Excellent communication skills.

**Additional Skills:**

Ability to effectively manage key accounts. Understanding of financial impacts associated with sales and marketing activities.

**Working Flexibility:**

Demonstrate flexibility in working hours and days, particularly for customer events and entertainment.

**Language Proficiency:**

Proficient communication skills in both English and Chinese.

If you are interested in this position, please send your CV to [thong.luu@manpower.com.vn](mailto:thong.luu@manpower.com.vn) (Harvey) to apply!

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