

## Business Development Assistant Manager (Korean)

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Company: Manpower

Location: Vietnam

Category: other-general

### Key responsibilities:

Business Development strategy based on company business strategy:

Build up sales strategy for assigned customer/ area to achieve target of section.

Expand business scale with current customer. Create new business.

Promote the company's products/services addressing or predicting clients' objectives.

Follow budget information announced by upper level and try to achieve budget set up.

Develop sales goals for the team and ensuring they are met.

Market research/Sales plan/marketing tools:

Gather market intelligent information

Study market identifies trendsetter ideas by researching industry and related events and make suggestion of needful marketing tools.

Contact with customer / Business Units (if needed) and other association to get market information and competitor's trend.

Customer management:

Make regular visit and call to the customer, seek customer demand, hear customer opinion and request.

Propose efficient logistics solution/ proposal meeting customer's need.

Make sales call for existing and potential customer. Maintain fruitful relationships with customers.

Cost management.

Process & KPI system build

Manage and develop human resource in the department.

**What distinguishes you**Education:

Bachelor of in Business Administration/ Economics/ Foreign trade or Marketing/ Sea Transport Economics.

Experience:

At least 1-3 years of experience in business development

Working experience in logistics field is required.

Skills:

Excellent communication in English.

Good knowledge of logistics field, supply chain management.

Customer focus mind-set.

Good Time management and Planning skills.

Good Problem solving and decision-making skills.

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