

## Business Development Executive

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Company: Talentvis

Location: Vietnam

Category: other-general

Fluent in English

University graduate.

At least 4-5 years sales B2B experience of construction material or technical equipments (bitumen, cement, paint, steel, machinery...) is preferred

An excellent communicator; both written and verbal with good presentation, networking and interpersonal skills.

Self-motivated with the capacity to lead and influence non-direct reports.

Commercially aware with the ability to identify customer needs and requirements and develop innovative account strategies.

Able to develop relationships at all levels both with clients and internally working in a multi-cultural environment.

Results orientated, able to keep focused and motivated when challenges occur.

To strictly follow QHSSE policy of the company;

### 1. Build business relationships with key account customers in field of company

Identifies and follows up on business opportunities, pinpoints the existing and/or potential problems and arranges for their resolution.

Develops and manages strong relationships with existing key customers and assigned prospects

Develops and maintains regular contact with assigned existing and potential customers at various levels.

2. Achieves growth and hits sales targets.

Works closely with Technical Service to analyze customers' need

Assists in the implementation of solutions within the area of services including technical service solution.

3. Provide the support and service to customer:

Provides feedback to understand how customers are utilizing our products and how well those products align versus competitor products.

Regularly and pro-actively informs the back-office (including, marketing, operations and finance) about the necessary sales support level and coordinates their actions towards the assigned customers.

Works closely with Customer Technical Service team to analyze customers' need

Works closely with Spec Seller team to do a successful cohesion and coherence for warranty project.

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