

## Deputy General Manager

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Company: TalentViet

Location: Vietnam

Category: other-general

### Job Description :

**Report to: Managing Director and Acting Managing Director Business Development**

**Functions**

- Work with marketing, CFO and Sales to come up with masterplans for TC, TS, BD and Business Expansions.
- Support to set up and maximize the impact of Farmer Club and Farmer Net Work together with marketing department.
- Carry out launching of new products
- Directing and conducting quality activities, such as farmer meetings, demo fields. Ensuring activities are properly executed, meeting targets and achieving results
- Managing business development and business expansion plans. Manage TS Team to create and maintain technical and training standards.
- Improving farmer product knowledge and introducing solutions to farmers.
- Managing promotion activities to improve the quality of TC work.
- Working with RMs and marketing staff in the region to coordinate TC activities based on RM requirements.
- Collection of business data related to business objectives
- Develop and recommend product positioning, packaging, and pricing strategy to produce the highest possible long-term market share.
- Oversee and evaluate market research and adjust sales strategy to meet changing market and competitive conditions.
- Monitor competitor products, sales and marketing activities
- Direct research in market intelligence and business development
- Clear targets and timeline for each project.
- Look after corporate interests at all times and contribute towards corporate developments and address issues across departments for problem solving.
- Set clear targets in increasing sales territories by investment in TC activities in order for sales to be achieved.
- Develop new market segments.
- Work with R&D on new registrations and product development or future business

development. •Forecast pest and disease situations and recommend to marketing department products to target each region based on global warming. **Techno Commerce**•Responsible for all TC work and TC staff. •Responsible for all TC and business development issues for T1 and T2 •Responsible for all TC plans for T1 and T2 as well as execution as Head of TC.**Technical Standrand**•Responsible for all TS work and TS staff. •Work with TS leaders and TS staff to create database of product knowledge as well as technical knowledge by pest and by crop as well as agricultural technology. •Work with TS leader and TS staff to create standards and processes for carrying out of TC activities, demos and field plots and others. •Devise training and advisory program based on different needs of staff from Sales and Marketing Departments as well as external customers. •Work with CFO, Head of Marketing, and Head of Sales regarding budgets and masterplans for TC and BD activities. •Work out masterplans based on each season on what are the TC and BD activities and plans and submit to MD and AMD, copy Head of Marketing, Head of Sales as well as CFO at the start of each season. •Addressing all HR issues for the TC team and recommend to the management the requirements for TC staff development as well as increase in staff numbers based on corporate directions to increase pull activities at the farmer level. Job Requirement : **Education and Knowledge**University graduated **Skills** •Good knowledge in agricultural production, pest and disease management, development of pests and diseases. Group management and Good relationship with related organizations. **Abilities** •Good in English, Computer operation, Good experience in pesticide science, entomology and plant pathology **Experience**Five-years-experience in the similar position

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