

## Key Account Manager

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Company: Manpower

Location: Vietnam

Category: other-general

**Company Profile:**Our client, a company specializing in printing is hiring a potential candidate for the for Key Account Manager position.

### **Job Description:**

Build the strategic sales plan to grow the turnover together with Senior Sales Manager.

Communicating with customers to understand their needs and explain product value.

Building relationships with customers based on trust and respect.

Collaborating with internal departments to facilitate customer need fulfilment.

Collecting and analysing data to learn more about consumer behaviour.

Keeping the control to inventory and account collection.

Maintaining updated knowledge of company products and services.

Resolving complaints and preventing additional issues by improving processes.

Identifying industry trends.

Acting as a customer advocate with a focus on improving the buyer experience.

### **Requirements:**

Bachelor's degree in sales, marketing, or related field.

More education or experience may be preferred.

Exceptional verbal and written communication skills.

Ability to collect, track, and analyse the market data/SWOT

Adaptability and strong problem-solving skills.

Excellent active listening skills.

Ability to build rapport and collaborate with others within the company and externally.

Understanding of consumer behaviours and industry trends

**Contact:**

Please click the APPLY button or contact Ms. Duyen Nguyen at +84 70 452 3357 or [duyen.nguyenthi@manpower.com.vn](mailto:duyen.nguyenthi@manpower.com.vn) for further confidential discussion.

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