

## Sales Executive (B2C) - Base in Dong Thap

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Company: TotalEnergies

Location: Vietnam

Category: other-general

### Profil du candidat

- Graduated from relevant majors in Business, Commercial, Economic or Marketing- Has at least 03 years of experience in Sales (Gas, LPG will be a plus)- Good Selling, Marketing and Communication skills- Good Negotiation skills-Important geographical mobility (frequent and regular visit to Gas Shops and Distributors)- Has knowledge of market - Proficiency in MS Office- Able to use English (both 4 skills)

### Activités

Our Company reflects the diversity of our employees. At TotalEnergies, the wide variety of talents drives our competitiveness, our ability to innovate, and our attractiveness.

Therefore, we welcome differences in age, disability, gender reassignment, pregnancy/maternity, race, religion, beliefs, sex, sexual orientation, and family/parental status.

**We believe Diversity makes us better. KEY ACTIVITIES:**NETWORK ANIMATION: - Monitor the sales of Distributors to achieve the Sales volume budget. - Monthly planning of visits to the gas shops: + to do the Balayage + to promote TELPGV products, services and commercial policy + to collect information on the market (action of competitors, needs of customers and end users, etc...) SALES & MARKETING AND FIGHT AGAINST ILLEGAL REFILLING: - Propose marketing actions to develop the sales. - Participate to implementation of sales and marketing activities, special project. - Look for Big cylinders prospects and transfer to Big cylinder Sales Executive for documentation. - Monitors the sales of Big cylinders customers with distributors. Visits Big cylinders customers regularly. - Propose and implement actions to identify and limit the activities of illegal re-fillers. SALES REPORTING -

Following sales of the distributors to achieve the target. - Sending the Sales Reporting to Sales Manager during the mission. - Update the Balayage files after the visits to the gas shops. - Report to the Mekong City Sales Manager on the market situation. Fulfill other tasks and/or assignments requested by the line managers whom the employee directly/indirectly reports to, and/or tasks requested by the board of management.

### **Contexte et environnement**

-Number (quantity & qualification) of TELPGV distributor in the area -Market share of TELPGV in the area -Consumption growth in the area -Number of competitors. - Situation illegal refilling.

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