

## Sales manager (Footwear)

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Company: Talentvis

Location: Vietnam

Category: other-general

Bachelor's degree in business or related field.

Experience in sales to shoe, footwear, leather manufacturing

English and Chinese speaking is a must

Ability to travel in Binh Duong, Dong Nai, Ho Chi Minh, Long An and neighboring provinces

Pro-active and strong sales skills

Experience in planning and implementing sales strategies.

Experience in customer relationship management.

Experience managing and directing a sales team.

Excellent written and verbal communication skills.

Dedication to providing great customer service.

Ability to lead a sales team.

Approach clients in footwear/ shoe manufacturing to sell the assories products

This position will support the Customer Service and Product Development Teams as requested, and this position will present the Global Sales Team's brand,

product, innovation, and sales initiatives within Vietnam.

This position will analyze sales and related business metrics collected at the forecasting, financial, sales, marketing and operational levels to help validate that strategic objectives are progressing as planned, and to help direct additional actions to be taken when challenges are identified.

Understanding the whole R&D process to manufacture a shoe, footwear to consult for the suitable solution

Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls.

Meeting planned sales goals.

Setting individual sales targets with the sales team.

Tracking sales goals and reporting results as necessary.

Overseeing the activities and performance of the sales team.

Coordinating with marketing on lead generation.

The ongoing training of your salespeople.

Developing your sales team through motivation, counseling, and product knowledge education.

Promoting the organization and products.

Understand our ideal customers and how they relate to our products.

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