

Sales Manager

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Company: TalentViet

Location: Mekong River Delta

Category: other-general

Job Description :

In charge of Mekong delta region.

- Prepare and propose monthly / quarterly / yearly sales & marketing plan
- Manage sales – distribution and marketing activities in line with company's policies.
- Set sales targets for each business unit and ensure the agreed targets are achieved
- Ensure operation expenses are under control within the budget
- Establish and maintain good relationship with distributors
- Work with marketing team to design and run promotion program
- Support finance, production and HR dept. with account receivable and loan management, production and shipment plan, HR development and training, etc.

Job Requirement :

- University degree
- At least 5 years experience in FMCG sales management
- Strategic thinking and analytical skills
- Problem solving and decision making
- Strong leadership skill
- Good team player
- Practical creativity and achieving great results
- Willing to travel

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