

HIRING Marketing & Sales Executive – HCMC

JOB DESCRIPTION

ABOUT THE COMPANY

Our customer is a Franco-Cambodian company, specialized in the establishment of safe and secure drinking water spot in difficult access area. After the steady growth in the past 20 years, safe water is still an issue in some rural areas. The company has set their goal to provide booths of safe water with affordable prices.

Now expanding its activities in Vietnam, the organization is targeting the densely populated Mekong Delta area, a region particularly concerned by climate change and safe drinking water issues.

We are looking for a dynamic and rigorous Marketing & Sales Executive who is passionate about social causes.

MISSION

- ✓ Collaborate with local agencies to adapt the company's marketing assets to the Vietnamese context
- ✓ Contribute with creative ideas for marketing activities
- ✓ Ensure marketing assets are designed and produced within deadlines
- ✓ Help develop and implement below-the-line marketing campaigns (at stall level, door to door...)
- ✓ Analyze competition and market trends
- ✓ Regularly visit target customers and water producers in the Mekong Delta region with the rest of the team
- ✓ Build strong relationships internally with other functions and externally with agencies/ water producers
- ✓ Maintain good relationship with existing customers and recruit new customers
- ✓ Help assess kiosk performance and track customer visits using simple CRM techniques and tools.
- ✓ Support recruitment and training of new members of the sales team, to boost penetration at kiosk level.
- ✓ Create a booklet of best practices for sales & marketing activation at kiosk level.

QUALIFICATIONS & SKILLS

Diploma: University degree In Business Administration, Marketing or relevant fields

Experience: At least 1 year experience in Marketing .

Languages: Vietnamese native and English Fluent.

- ✓ Good knowledge of the pack office.
- ✓ Start-up spirit
- ✓ Willing to learn and curious, good listener
- ✓ Strong drive, proactivity and autonomy
- ✓ Travel for work, 50% in Mekong Delta 50% in HCMC

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