

JUNIOR BUSINESS DEVELOPER in HCMC

JOB DESCRIPTION

ABOUT THE COMPANY

ERAï ASIA is a French owned business consulting company with 20-year background in international business development. We support western companies in their business development in Asia through tailor made services: market study, business development, commercial representation, distribution, company establishment, and 2 fully-serviced business centers in HCMC. To support our growth, we are looking for an autonomous and international mindset Junior Business Developer.

MISSIONS

- ✓ Support to implement the business development plan in Asian countries
- ✓ Research, analyze and qualify the prospects of partnership
- ✓ Manage the data of prospects to share and follow up with teammates in the sales process
- ✓ Support to meet the fixed quarterly/annual sales targets
- ✓ Support to organize workshops, trainings, seminars
- ✓ Manage internal CRM and Reporting
- ✓ After-Sale and Customer Support

QUALIFICATIONS & SKILLS

Diploma: BSc/BA in sales, business or related fields

Experience: 1 or 3 - year experience in sales/ customer services/ business development

Languages: Vietnamese native, English fluent, French/Thai/Chinese is a plus

- ✓ Very good communication and interpersonal skills, especially telesales skills
- ✓ Understanding and experience in B2B
- ✓ International and business mindset
- ✓ Strong negotiation and organization skills
- ✓ Problem-solving and result-oriented
- ✓ Experience with CRM systems is a plus

WORKING LOCATION: 26 Tong Huu Dinh street, Thao Dien ward, district 2, HCMC

WORKING HOURS: Mon – Fri, 8:30AM – 6:00PM

SALARY: Negotiable based on experience + insurance + work permit+ **HIGH bonuses on sales**

OTHER BENEFITS

- ✓ Training and up-skill opportunities
- ✓ International working environment
- ✓ 15 days of annual leave
- ✓ Good complementary medical insurance
- ✓ Cool and spacious office (kitchen, pool, etc.)

CONTACT: HR@ERAIASIA.COM