
Job Description Junior Sales Consultant

BMS VietNam is a dynamically developing company, representing 2 cutting-edge brands in their respective fields: BWT water filtration systems from Germany/Austria and IQAir advanced air purifiers made in Switzerland.

The position requires a Junior Sales Consultant to develop sales strategies and attract new clients. You will source new sales opportunities and close sales to achieve quotas. This position will be the front-line contact between the company and the customer.

Our customers: private clients, embassies, international schools, hotels and resorts, restaurants and coffee shops, gyms and fitness clubs, office buildings, etc.

Key responsibilities

- Servicing existing accounts, obtaining orders, and establishing new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets
- Maintaining and increasing sales of the company's products
- Reaching the targets and goals set for your area
- Establishing, maintaining and expanding your customer base
- Servicing the needs of your existing customers
- Increasing business opportunities through various routes to market
- Developing sales strategies
- Compiling and analyzing sales figures
- Collecting customer feedback and market research
- Reporting to senior managers
- Keeping up to date with products and competitors
- Resolving customer complaints by investigating problems, developing solutions, preparing reports, making recommendations to management
- Attending meetings, sales events and trainings to keep abreast of the latest developments
- Maintaining professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, participating in professional societies, trade shows
- Handling company dealings confidentially, always maintaining a professional manner

If interested, please send your **CV in English** to: sales.hcmc@bmsgc.com