

## JOB DESCRIPTION



**POSITION: Sales IT (Japanese Speaking)**

**Reporting to Leader**

Salary: Negotiation

Website: <https://codluck.com/vi/>

### Job Description

- Speak to customers, either face to face or over the phone
- Develop and manage relationships with our key partners and customers
- Connect with current customers to sustain relationships and promote new products and upgrades
- Understand different business needs of customers and use product knowledge to meet them
- Conduct high level negotiations with others to achieve desired results and meet our customer's needs
- Prepare and deliver presentations and demonstrations of software/services to customers
- Promote and advertise a range of products by creating sales materials and participating in relevant events
- Develop effective sales plans using sales methodology

**TARGET RESULTS:** Successfully implementing the business plan assigned by the Sales Manager

### Requirements

- Level/Degree: Graduated from regular universities, preferably Hanoi University of Science and Technology
- Number of years of work experience: from 1.0 – 1.5 years
- Foreign language: Japanese N2

- Computer: Proficient in Word, Excel, PowerPoint.
- Age: >= 22
- Sex: Male

**SPECIAL REQUIREMENTS:** Commit to working and sticking with the Company for a long time

**Benefit**

- Attractive hard salary (negotiation)
  - Bonus sales policy according to the Company's regulations
  - Salary 13th fixed (if working full year)
  - Working in a youthful environment, creative and dynamic environment with high opportunities for advancement and personal development.
- **Working time: Monday – Friday (8:30 AM to 17:30 PM)**
- **Working location: Tầng 16, tòa nhà HL Tower, số 6/82 Duy Tân, Dịch Vọng Hậu, Cầu Giấy, Hà Nội**

**You are the best candidate!**