



Job Title: TECHNICAL SALES REPRESENTATIVE

General Information

- Company: Loxim - Manufacturer of Dyestuff (Industry Preferred: Paper Industry)
- Department: Sales
- Report to: SEA Sales Manager based in Malaysia
- Location: remote working
- Working time: Mon – Fri
- Interview Process: 2 -3 rounds
- Salary & Benefit: competitive
- Sales target: USD 500K/annum.
- Sales region: South and North of Vietnam

Main Duties:

- Survey the market and identify potential customers who fit the LOXIM market and product strategy.
- Develop profitable business of existing and new dye technologies at new and current customers to increase market share.
- Initiate and undertake suitable laboratory analysis of competitor and/or LOXIM products for reports and presentations to customers. Training will be provided.
- Manage and undertake dye product trials at new and current customers to maximize success and conversion into commercial business. SEA Sales Manager will provide full support
- Communicate changes in market dynamics in terms of customers, markets, products and competitors (Market Intelligence) to the SEA Sales Manager.
- Continuously interact with current and potential customers to develop strong relationships and establish LOXIM as a primary contact.
- Co-ordinate with internal LOXIM teams for execution of samples, laboratory analysis, trial quantities, sales orders, etc

*Should you find this interesting and would like to leverage your career in a challenging but rewarding environment, please send your application to huynh.cao.kim.trang@talentnet.vn, or contact to **Ms. Trang at: 0901 206 217** via phone/zalo for further info and support.*