





Spring Recruitment Program

- 02 Business Development Executives
- 03 Business Development Interns

Send your CV and Cover Letter to the email: danhnguyen@fomexgroup.vn
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FOMEX GLOBAL JOINT STOCK COMPANY

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Business Development Executive



Job Descriptions

- Build and maintain strong, long-lasting client relationships
- Find, contact, do pitching to customers, negotiate contracts and close agreements in accordance with company's business strategy
- Collaborate with Production Department to ensure the timely and successful delivery of the goods according to customer needs and objectives
- Develop new business with existing clients and/or identify areas for improvement to meet sales quotas.
- Report, track and forecast key account metrics (e.g. monthly sales results and quarterly forecasts).
- Initiate and execute Digital Marketing Campaign to promote the products and services.
- Assist with challenging client requests or issue escalations as needed.

Job Requirements

- $\bullet \ \, \text{Bachelor's Degree with majors in Marketing, Economics, E-commerce, Language,}...$
- Fluent in English (IELTS 6.5+ or TOEIC 700+ is preferable).
- Require Communication, Presentation, Analysis, and Critical Thinking Skill.
- · Love working with international customers.
- · Good teamwork and Quick learner.
- Experience in Sales and Marketing is a plus.
- · Having a strong knowledge of Import-Export field is a plus.





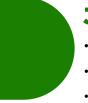


Business Development Intern



Job Descriptions

- Assist BD Executive to build and maintain strong, long-lasting client relationships
- Use digital platforms and tools such as: Alibaba, Trangvang ... to find and reach out to potential customers
- Assist leaders to research, analyze,.. to launch new products/services.
- Report, track, update the market information, trends,...
- Initiate and execute Digital Marketing Campaign to promote the products and services.
- Fulfill other assignments from Manager
- Get performance review after the internship and have an opportunity to be promoted to BD Executive



Job Requirements

- University students majoring in Marketing, Economics, E-commerce, Language,...
- Fluent in English (IELTS 6.5+ or TOEIC 700+ is preferable), other language is a plus.
- Require Communication, Presentation, Analysis, and Critical Thinking Skill.
- · Love working with international customers.
- · Good teamwork and Quick learner.

