



## JOB INFORMATION

**Job title:** Account Executive – Graphic Communication Solution  
**Category:** Sales  
**Position type:** Full Time  
**Country:** Vietnam  
**Work location:** Ho Chi Minh  
**Line Manager:** Head Of Department

## JOB DESCRIPTION

An overview, A talent for sales position at FUJIFILM Business Innovation Vietnam is a dynamic person who are willing to be a hunter, passionate in bringing the best solutions for customers, working very hard for the result and getting reward as a high performer.

### Main responsibilities

- Selling Graphic Communication Solution's products and services direct to customers Ho Chi Minh city & provinces nearby.
- 80% working time will be on field to visit listed customers directly to allocated territories and discover the potential needs of customers.
- Delivering sustainable business performance and achieving sales target to contribute the growth of FUJIFILM Business Innovation Vietnam.
- Making presentations to customers and introducing FUJIFILM Business Innovation's Innovative and high-quality Printing Solution.
- Building a strong client relationship to ensure that the account performs and grows to its maximum potential and minimize opportunities for competitors to gain business.
- Submitting weekly, monthly sales report to direct manager as required.

## JOB REQUIREMENT

- Having experience in direct sales, experience in printing industry is preferable.
- Good communication skills, presentation ability and high persuasive competency.
- Good English for internal as well as external communication.
- Experience with MS Office application.

- Organized, reliable, self-motivated and confident personality.
- Positive thinking, resilience and never give up attitude are key elements for bestseller.
- Ability to work under high pressure to achieve target.

#### **WHAT WE CAN OFFER**

- We are proud that good company culture is one of the key elements to keep employees engage with us.
- Professional training system and training program for every new-hire sales and all staff.
- Competitive and attractive incentive + bonus + promotion scheme for all sales.
- 13th month salary.
- Travel allowance, phone allowance for all business purpose.
- Premium healthcare package, annual health check.
- Special bonus for personal events such as wedding, family condolence, birthday, or welcoming a newborn.
- Paid leave: 12 - 21 days per year, increasing leave days based on your tenure.

#### **Working Environment**

- Work in a vibrant English-speaking environment, with exciting global opportunities and partnerships with international experts.
- Collaborate with a dynamic, multicultural team spanning regions like Japan, Korea, Taiwan, etc., fostering creativity, innovation, and professional growth.
- Regular company trip, exciting team-building activities, and quarterly events to foster team spirit.
- Free tea and coffee available daily to keep you energized.

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