

Company Profile

Toàn Ân Co., Ltd – Total Print Company

Company : **TAC Building** 71 No 1 str - Chu Văn An Residential, Ward 26, Binh Thanh Dist, HCM city.

Branch : 8th Floor, Intracom Building, 82 Pho Dich Vong Hau, Dich Vong Ward, Cau Giay Dist, Ha Noi.

Toàn Ân Co., Ltd is authorized distributor of Kodak Graphic Communication Group and other leading suppliers of Graphic Art, Printing & Packaging in the world.

Established from 2003, located in Ho Chi Minh city and the Branch in Ha Noi, we have more than ten years experienced to provide equipment, consumables and services for printing & packaging to many customers & projects in Vietnam, Lao and Cambodia.

With experienced & motivated team, we are building the friendly working environment to give the candidates more opportunities to develop their skills and promotion with frequent on site & oversea training.

To adapt the growing needs of markets, we would like to invite talent and capable candidates to apply for the Technical Sales Representatives position.

Job Information Content

Position: **Technical Sales Representative**

Job Description:

Purpose:

To increase the market share and annual turnover through the developing of prospects, service quality, new products & solutions to target customers.

Tasks:

1. Identify the potential market, market information, prospects.
2. Make appointments with target customers for product introduction and presentation.
3. Identify the needs and problems of customers then suggest the suitable solutions and products to increase forecast sales.
4. Negotiate with customers to get the orders, contracts and supervise the progressing of contracts, such as: delivery, installation, customer services, payment, ect.

5. Provide the professional services, solve problems and consolidate relationship with customers.
6. Contribute to the company business plans and marketing strategies through period market surveys
7. Up to date the new knowledge and technologies of products and services to keep pace with the new market trends and changes
8. Participate and complete the frequent on site & oversea training.

Job requirement:

- Graduated the universities in Natural Science, Graphic & Printing, Business Administration or other relevant fields
- 03 experience years in Sales & Marketing, especially in technical sales in machinery, equipment, industry.
- Fluent command of English.
- Computer skills: Microsoft Word, Excel, and Power Point.
- Good communication, negotiation, presentation and planning skills.
- Can-do attitude and teamwork spirit building.
- Adaptability to change.
- Ability to work under high pressure to achieve the objectives.

Benefit:

- Basis salary : negotiation
- Minimum 13th month salary and extra depended on the performance and company profit.
- Incentive: based on performance and the extra of the assigned turnover.
- Social & health insurance and other allowances as labor law.
- Frequently oversea training programs.
- Working time 44h/week (off on Saturday afternoon)
- Working place : HCM city (03 people)

Deadline for applied until **31/08/2016**

Contact Information Content

Contact person : **Ms Phuong – HR department**

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