

SALES MANAGER

A. Company Introduction:

B. Braun Vietnam, a subsidiary of B. Braun Melsungen AG Group - one of the world's leading manufacturers of medical devices and pharmaceutical products and services - now operates one of the largest medical complex in Vietnam and has become a prestigious trademark in Vietnam healthcare market. With more than 1,400 employees nationwide, we develop high quality “made in Vietnam” products, especially our infusion solutions, dialysis solutions and plastic medical instruments have widely been used and appreciated in international and domestic markets. Every service provided by B. Braun Vietnam incorporates the entirety of our knowledge and skills, the company's deep understanding of users' needs and extensive expertise.

Our mission is to PROTECT and IMPROVE the health of people around the world. Let's become a part of the B. Braun family and share your expertise.

www.bbraun.com.vn

B. Job responsibilities:

- Supervising a direct sales force, planning and directing staffing, performance evaluations to develop and control sales and service programs.
- Carrying out Sales activities to achieve assigned target.
- Visiting customers to promote products of division.
- Taking orders from customers and ensuring that products are delivered in time.
- Implement the performance appraisal of sales representatives quarterly.
- Observe personally the performance of sales representatives in the field on a regular basis.
- Provide on the job coaching for the sales representatives so that they possess sufficient medical and technical knowledge to present information on the company's products in an accurate and balanced manner.
- Set up sales targets for all members in the sales team
- Responsible for monitoring the performance of the sales team by establishing a system of reports and communications involving sales reports, cyclical sales meetings.
- Analyzing marketing potential of new and existing customers, sales statistics, and expenditures to formulate policy.

- Supplying the market data of the assigned territory to the Product Manager.
- Conferring or consulting with Business Unit Head to plan advertising services, secure information on customer required specifications.
- Reviewing operational records and reports to project sales and determine profitability.
- Advising dealers and distributors on policies and operating procedures to ensure functional effectiveness of business.
- Directing clerical staff to maintain export correspondence, bid requests, and credit collections and current information on tariffs, licenses, and restrictions
- Resolving customer complaints regarding sales and service.
- Hiring, training and developing personnel as outlined in the Strategic plan or as needs require in the future.

C. Job requirements:

- University graduated. Pharmacist/Doctor is preferred.
- 3 years of people management experience preferred.
- Good network of relationships within the Vietnam healthcare industry, especially with Key Opinion Leaders, specialist doctors, hospital administrators is strongly preferred.
- Hardworking, patient and able to deal with customers.
- Able to yield result from any assignment.
- Having knowledge about products in surgery (after training).
- Good English in writing and speaking.
- Successful in being a Sales Supervisor/Sales Manager for at least 3 years.

D. Strive for more...

Motivated and competent employees are our most important assets. We are committed to invest in our people, through continuous career development, on-the-job training and professional qualifications. The opportunities are endless at B. Braun as we are in a continuous growth phase. You can really drive your own career here and are trusted to do a fantastic job.

Whatever role you are in, you are in some way, shape or form contributing to protecting and improving the health of people around the world. We love to see that you genuinely make a difference.

E. How to apply

Please send your updated CV to: recruitment.vn@bbraun.com

F. For more information, please visit:

 www.bbraun.com.vn

 www.facebook.com/bbraunvn

 www.linkedin.com/in/bbraunvncareer/

Or contact our Hotline: +84 24 3357 1616 (Ext. 1129)

“Candidates are always welcome at B.Braun Vietnam. We are an equal opportunity employer and commit to ensure fairness and transparency during selection process as well as in your development later on with us”.