

[K-Move] Job opening form

1. Basic Information about Company ★This fields are required

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| Company Name | Yusen Logistics Vietnam – HCM Branch | Business type & item | Logistics |
| | | Number of employees | Total : more than 1500 Korean : 5 |
| Established Year | 2003 | ★ Annual Sales | (Based on Vietnam branch) |
| Delegate (Name) | Ms. Hiền | HR Manager (Name) | Ms. Dung HR DGM |
| Address | Room 700-708, 7th Floor, Saigon Riverside Office Center, 2A-4A Ton Duc Thang Street, District 1, Ho Chi Minh City, Vietnam | | |
| Tel | 84-28-3822-4407 Ext. 676 | Mobile | +84-903-914-008 |
| Website | www.yusen-logistics.com/en/south-asia/vietnam/ | Email | kimhien.bui@vn.yusen-logistics.com |
| Major Achievement | <p>We, YUSEN LOGISTICS (VIETNAM) CO., LTD, are 100% capital invested by Yusen Logistics in Japan, established in 2003 with 19 offices/branches in Vietnam.</p> <p>With the core supply chain elements, such as International Freight Forwarding (by air or ocean), Contract Logistics - Warehousing, and Transportation (such as trucking), Yusen Logistics can offer complete supply chain solutions utilizing high quality infrastructure, modern warehouse facilities, and proven IT systems to meet and exceed the expectations of our customers.</p> <p>WHAT WE OFFER? Our business growth initiatives have always been parallel with the career growth of our people. We commit to create a professional & friendly working environment together with continuous career path improvement. If you are looking for a place to build your career, our Company is the right place for you</p> | | |

2. Qualification

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|---|------------------------------|--------------|--|
| Job Title | Business Development Manager | Vacancy Open | |
| Degree | BA | Major | Business Administration/ Economics/ Foreign trade or Marketing/ Air & Sea Transport Economics |
| *Reference : If you have an issue about issuing work permit for hired person through K-Move, please contact us we can support you | | | |

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|-------------|---|----------------|---|
| Gender | Male/Female | Age | 30-42 |
| Experience | 2-3 years in field of business development for Korean business in Ho Chi Minh. | Language Level | Vietnamese – Intermediate English – proficient |
| Job Details | <p>MAIN JOB PURPOSE:</p> <ul style="list-style-type: none"> Responsible for the expansion of the company by seeking out new Korean business, keeping satisfaction of existing Korean clients, and expanding scope of business with them. Communicate the benefits of company services with customer, and design suitable solution to customer's need. <p>Key responsibility:</p> <p>1/ BD strategy based on company business strategy:</p> <ul style="list-style-type: none"> Build up sales strategy for assigned customer/ area to achieve target of section. Expand business scale with current customer. Create new business. Promote the company's products/services addressing or predicting clients' objectives Follow budget information announced by upper level and try to achieve budget set up. Support staffs to achieve their budget. Develop sales goals for the team and ensuring they are met <p>2/ Market research/Sale plan / marketing tools/ tender progress & result</p> <ul style="list-style-type: none"> Gather market intelligent information <ul style="list-style-type: none"> + Study market: identifies trendsetter ideas by researching industry and related events and make suggestion of needful marketing tools. + Contact with customer / carrier / subcontract (if needed) and other association to get market information and competitor's trend if required. Make monthly sales plan to achieve target and make monthly report and pipeline. Prepare, maintain and upgrade of all marketing tools i. e Company Profile, Brochures, Presentation material etc... Anticipate tender schedule of the customer and share with concerned party. Report the result and study reason of win/failure <p>3/ Customer management:</p> <ul style="list-style-type: none"> Make regular visit and call to the customer, seek customer demand, hear customer opinion and request. Propose efficient logistics solution/ proposal meeting customer's need. Manage and engage when there is any issue or irregularity related to customer, quotation. Get involve, report to upper manager, propose and supervise trouble solving process. Make sales call for existing and potential customer. Maintain fruitful relationships with customers. Verify and supervise staffs to update customer profile properly. | | |

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|------|--|
| | <ul style="list-style-type: none"> - Make SHI for assigned account, supervise SHI process implemented properly <p>4/ Cost management:</p> <ul style="list-style-type: none"> - Make costing with procurement and all concerned party. Prepare for customer quotation to obtain the business. - Keep negotiate with concerning parties and get more competitive rate or get good proposal. - Negotiate with the accounts as per price guidelines given, looking to maximize profits. Manage outstanding account - Calculate expected P/L when making quotation. Once get business, continue to check monthly. - Manage and control P/L for assigned customer. - Cost combat: Implement cost combat action plan as set and report to management timely. <p>5/ Contract management:</p> <ul style="list-style-type: none"> - New contract Preparation / review of contract and report for approval. - Existing contract: Review contract and renew or revise it if required <p>6/ Process & KPI system build up:</p> <ul style="list-style-type: none"> - Set up and update training material to train to sales members - Set up individual KPI, monitor and report - Support Manager monitor department KPI to maximize company profit, reputation and customer satisfaction. - Report KPI of team when required <p>7/ Manage and develop human resource:</p> <ul style="list-style-type: none"> - Train to new staff, make periodically re-train for teams and implementation. - Manage needed training to sales team and make suggestion to your manager for people development <p>8/ Others:</p> <ul style="list-style-type: none"> - Understand new project and lead cross function teams to make it succeed. - Support Superior develop division capabilities, and identify talents within organization - Others task as Manager assignment |
| Etc. | |

3. Job Description (KOREAN)

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|---|---|-------------------------|-----------------|
| Monthly Salary(USD) | Negotiate base on candidate's ability | Term of Contract | 1 year contract |
| The average monthly salary in 2018 searched by K-Move is 2,372 USD (Net) | | | |
| Working Hours | Mon to Fri 8:00~17:30 Sat: 8:12h alternative leave | Working Place | HCMC |

| | | | |
|----------------|--|---------|---------------------------------------|
| Room and board | | Airfare | |
| Required Visa | *Mandatory Availability for labor visa issue | Holiday | 23 days Included Annual leave(12days) |
| Other benefits | <ul style="list-style-type: none"> • Healthcare insurance • 24/24 accident insurance • Yearly bonus: 2 month salary | | |

4. Others

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|---|-----------|
| Starting date of work | Mar. 2021 |
| Etc. | |
| Other requirements | |
| <p>★ After recruitment, Does your company provide work permit(LD Visa), social insurance, severance pay(or unemployment insurance), ?</p> <p style="text-align: right;"><input type="checkbox"/> YES <input type="checkbox"/> NO (if you choose it, we can't proceed to next step)</p> | |
| <p>★ If you recruit someone supported by K-Move, some recruitment document should be submitted to K-Move (except some doc. Need to keep confidential as our company stipulation)</p> <p style="text-align: right;"><input type="checkbox"/> I agree <input type="checkbox"/> Disagree (if you choose it, we can't proceed to next step)</p> | |

<Contact Information>

- KOTRA HCMC K-Move Center
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 - E-Mail: kotrahcm@naver.com
 - Website : <http://cafe.naver.com/kotrahochiminh>