

JOB TITLE/ Chức danh: SALES MANAGER - HANOI	Division/ Khối: WEALTH MANAGEMENT
This Position Reports to Báo cáo cho: <i>Head of Sales</i>	Positions Reporting to this Position <i>Nhận báo cáo từ: Associate</i>
Summary of Duties/ Tóm tắt nhiệm vụ	
General Scope/ Phạm vi trách nhiệm	
Job Descriptions/ Mô tả công việc <ul style="list-style-type: none"> • Main duties: <ul style="list-style-type: none"> • Represent Fund Management and communicate effectively with high position persons at partners to keep good relationship and grow business • Determine the center of influence of each partner and develop a plan to reach out to them to pushing sales • Execute strategies and tactics to achieve sales targets with bank and non-bank partners. • Provide daily support and outstanding service to bank and non-bank partners and develop strong relationships with all levels within those organizations to develop VinaCapital’s business. • Track and measure weekly, monthly, quarterly and annual sales performance; take corrective action as required to ensure sales remain on track • Develop and deliver product and sales training and ongoing coaching to partner sales staff. • Work with the Retail Business Development team to develop and execute sales incentive programs, and promotional campaigns to generate sales. • Manage and promptly resolve any conflicts between channels and partners to avoid any disruption to business. • Recruit, train, manage and ensure productivity of partnership and direct Sales Relationship Managers. • Accompany and support staff members to guarantee business success and operations operate smoothly • Promote a culture of teamwork, provide coaching and constructive feedback to improve capacities, image and career path of direct reports. • Assess and implement the direct sales channel. • Develop network of advisors/consultants who can sell VinaCapital products on a success-basis. • Manage any potential risk and efficiently oversee the sales process • Effectively collaborate with internal departments and actively exchange concepts to improve sales processes. • Other duties are assigned. <p>Requirements:</p> <ul style="list-style-type: none"> • Minimum of eight years of total work experience, at least five of which were in the financial services industry (fund management, commercial banking, securities brokerage, life insurance. • At least five years of experience in a sales capacity with retail customers as the target market • Solid track record of achieving sales/fundraising targets • Solid understanding of the Vietnamese financial services industry. Good grasp of industry players and regulations. • Established networks within the Vietnamese financial services industry. • Strong written and verbal communications skills. Strong public speaking and presentation skills. 	

- Established people management capabilities; able to recruit, train and develop staff.
- Results focused, able to work under pressure to deliver objectives
- Demonstrable initiative, able and willing to propose and independently drive and manage projects.
- Energetic and creative. Able and willing to propose and test different sales & marketing ideas.
- Good interpersonal skills. Works well with others inside and outside the company, at different levels of seniority.
- Native Vietnamese. Fluent in English.
- High personal integrity – honest, straightforward, able to do what is best for the company.

BENEFIT/ Lương, thưởng, đãi ngộ: <ul style="list-style-type: none"> • Salary: up to 110mil • Bonus và Esop benefits rất attractive 	WORK PLACE/ Địa điểm làm việc: <ul style="list-style-type: none"> • Hanoi
Level <ul style="list-style-type: none"> • 	Industry/ Ngành nghề: <ul style="list-style-type: none"> • Fund Management
Team size <ul style="list-style-type: none"> • 	Language/ Ngôn ngữ: <ul style="list-style-type: none"> • Tiếng Anh (advanced)

Ghi chú cho người giới thiệu (quan trọng)

- Prefer các UV tốt nghiệp các Trường top nước ngoài.

