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Key Account Team Leader_Food Chain

Responsibilities

- Manage strategic merchants to achieve commission target and GMV
- Approach new customers in the chain to bring Kamereo productive and satisfactory to customers.
- Maintain current data customers and expend monthly. Build a good relationship with customers.
- Conduct Joint Business Plan – Annual Business Plan and Quarterly Business Review
- Manage current account activities and activation.
- Provide analysis and reports on the Sales performance of assigned merchants
- Monitor merchant target & growth
- Deliver world-class customer services
- Track and monitor current B2B Commerce industry best practices
- Receive good/bad feedback from customers and kaizen if any.
- Following contract if have or any memo between seller and purchaser.
- Following bad debt from customers and solving problems to ensure customers can receive KMR products regularly.
- Working with relevant team members to deliver customer-first services.

Qualifications

- Bachelor Degree
- Good communication
- 2~3 years of experience in relevant – Food Chain channel is a plus
- Hard-working, resilient & patient
- Self-motivated and driven by targets, desire to deliver results
- Fast learner, and quick thinker
- Basic skills in MS Office
- Teamwork and respectful colleges

Job Benefits

- Salary: Competitive Salary
- Salary review once a year in December
- Working time is 9:00 – 17:30, 5 days/week
- Annual Leave is 12 days/year

Contacts

Email: recruitment@kamereo.vn

Hiring organization

Kamereo

Employment Type

Full-time

Industry

Supply Chain, E-commerce, Key Account

Job Location

Thành phố Hồ Chí Minh, Việt Nam

Working Hours

8 tiếng mỗi ngày

Date posted

April 4, 2024