



[https://kamereo.vn/blog/en/?post\\_type=jobs&p=21728](https://kamereo.vn/blog/en/?post_type=jobs&p=21728)

## 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](mailto: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