

Business Development Manager | Vietnam



Job location: Ho Chi Minh City or Hanoi City / Haiphong City, Vietnam
Residential status: Vietnamese or expat residing in Vietnam

Would you like to have the whole world as your office? Martin Bencher Vietnam is looking for a Business Development Manager!

Would you like to call Shanghai in the morning and Los Angeles in the afternoon? Are you self-driven, highly motivated, dedicated, creative, willing to walk the extra mile and still never lose your smile? Then you are exactly the person we are looking for.

Martin Bencher Vietnam was established in 2008 and has been handling a numerous number of large projects within pulp & paper, marine equipment, shipbuilding, power, and renewables. Our office is located in the busiest commercial metropolitan in Vietnam – Ho Chi Minh City.

The Position

- Planning and overseeing new market initiatives.
- Researching organizations and individuals to find new opportunities.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Key account management including with handling and responding to RFQs including sourcing for rates and putting together a quotation for and;
- Negotiation of rates with clients as well as suppliers (including the possibility for face-to-face meetings/conference calls) and;
- Collaborating with operations members to complete the projects / shipments.
- Occasionally, attending to cargo loading, discharging operations, cargo surveys when there is the requirement.
- Regular reports to the Country Manager.

Competencies and Qualifications

- Minimum 5 years work experience in a similar role in the industry (freight forwarding / logistics).
- Knowledge in all aspects of domestic as well as international transportation (road/sea/air), including LCL/FCL/out of gauge cargo. Having knowledge in project/heavylift cargo may be a value-added point.
- Fluent in English (both written & spoken).
- Bachelor Degree or Diploma level education
- Communication and analytical skills
- Able to be a team player, but can also carry out assignments by his / her own
- Being able to be self-motivated and self-disciplined.
- Not being intimidated by stressful situations
- Able to work in a structured and organized way, but also keep an innovative mind Interested in working with different cultures and work ethics
- Goal-focused
- Outgoing and good personality.

Application and information

The position is available now – and application deadline is as soon as possible.

Please send your application to Ms. Rose Bui, Country Manager, Martin Bencher Vietnam (rose.bui@martin-bencher.com).

When you open the door to Martin Bencher Group – you open a door to the World!