

Job Description BUSINESS DEVELOPMENT MANAGER	
Main place of work	Ho Chi Minh City and any other locations inside and outside Vietnam territory as per job requirement
Job type	Full-time
Gender	Not required
Main Responsibilities	<ul style="list-style-type: none"> ▪ Provide detailed and considered input into the Budget and Forecasting processes ▪ Prepare and submit country budget, including selling & marketing expenses, prior approval and execution ▪ Plan schedule and review workload of team to ensure targets are being met on a cost effective basis ▪ Report Sales results and activities to the Management Team ▪ Drive planning and analysis of Sales results and activities ▪ Report competitor activity, market changes and recommend appropriate responses ▪ Ensure that Dealer Sales Out information is provided by Dealers promptly and accurately ▪ Develop and communicate sales strategy effectively to all stakeholders ▪ Work with the Marketing Managers to research and analyze market trends, demographics, pricing, competitor products and other relevant information to develop national Sales strategy/action plan and activities ▪ Based on the country SWOT analysis, set direction, strategies and plans to achieve goals that are understood by team and marketing group ▪ Build and maintain strong Dealer relationships and work closely with the Marketing Managers to ensure strong return on investment for Sales & Marketing support programmes ▪ Develop implement distribution network that will support business growth objective ▪ Build and expand New Accounts and maintain strong Key Customer relationships ▪ Set up appropriate system, e.g., regular meetings with customers to obtain their feedback and monitor customer perceptions, and use feedback to improve performance ▪ Understand and implement Leadership Excellence Programme (LEP) of the Company ▪ Coach, develop and inspire Sales and Business Development managers to drive Sales Excellence ▪ Share knowledge and experience to maximize performance of whole team ▪ Understands and interprets monthly financial reports & company accounts ▪ Coordinate with Professional Service team to enhance product knowledge of his/her team and distributors sales peoples

<p>Job requirements</p>	<ul style="list-style-type: none"> ▪ Competence and Experience <ul style="list-style-type: none"> ➤ Bachelor's degree in science/Business/Healthcare ➤ At least 05 to 08 years line management experience and 5+ years in sales functions ➤ Have knowledge and experience of the Dental/Healthcare or closely related market ➤ SMB (small and medium sized business) experience and capability to work with moderate budgets ➤ Experienced in working within the matrix, willing and able to use corporate functions ➤ Experienced in elaboration of business plans ➤ Solid financial knowledge (budgeting, reporting, P&L) ➤ Experienced in managing change ➤ Experienced in managing and developing people, participative management ➤ Forms and continuously develops a strong team ▪ Requirements <ul style="list-style-type: none"> ➤ Strong commercial outlook and an entrepreneurial approach to business development ➤ Willing to travel extensively and work on holiday/weekend as demanded by business need ➤ Proven track record of sales achievement ➤ Team player, adaptive/accommodative, communicating actively, participate in discussion, and bring-in new idea ➤ Networker, well connected (customers, partners, headquarters) ➤ Ability to motivate self and team ➤ Strategic thinker, holistic view; analytical ability ➤ Ability to prioritize departmental workload efficiently, including effective delegation ➤ Show high levels of integrity, initiative and focus ➤ Ability to work to deadlines ➤ Good organizational skills ➤ Communicates powerfully and broadly ➤ Fluent oral and written communication in English ➤ Experience of Microsoft Office
<p>Compensation:</p>	<p>Very competitive</p>

How to apply

If your background meets these requirements, you will be in a prime position to succeed at RSM.
Please submit your updated resume to careers@rsm.com.vn with subject **[Applied job name]_[Full name]** or contact Talent Acquisition Team at **+(84) 28 3827 5026 (ext: 677)**.