**DaLoc Co., Ltd.**

Head Office - Hanoi: 781 đường Hồng Hà, Quận Hoàn Kiếm

Danang Branch: 127 Lê Lợi, phường Hải Châu I, quận Hải Châu, TP Đà Nẵng

Ho Chi Minh Branch 17/12 Lê Thánh Tôn, Quận 1, TP Hồ Chí Minh

Website: www.daloc.vn

**Key account manager in Hanoi and Danang**

**Company Profile**

Our company is among the very first supplier of fine wines, foods, and beverage with operation in Hanoi and Ho Chi Minh City since 1995. Our international portfolio of brands is second to none in the market. Well established and nation-wide based Vietnamese company belonging to the top 3 leaders in our sector of activities. The company has been distributing to local market and Westerner outlets high end luxury food and beverage products since 1995.

**Key account manager – One Expat in Hanoi and two Expats in Danang**

1. Maintain, protect, develop and optimize the current business relationship with the international HORECA outlets in his area, in Hanoi or Danang City, Vietnam;

2. Forecast and report stocks and sales;

3. Implement the marketing activities of the various brands represented by the company as per the company requirement and the Marketing Manager guidelines

4. Ensure that brands in our portfolio are well-placed in their segment, in its right place, and with its right value;

5. Produce a development plan for each brand and implement the plan with brand owners;

6. Organize regular events such as tasting, high-profile visits and promotion activities.

**Requirements**

- Fluent English (native speaker is a plus), and computer skills; French is a plus

- At least 3 years of experience in wine and spirit business, in sales or in food and beverage services. WE ALSO CONSIDER CANDIDATES WITH NO EXPERIENCES, BUT COMMITTED AND HAVE POTENTIAL OF A QUICK LEARNER.

- Strong leadership, analytical, communication skills; dynamic and hard working person

- Expatriates and native English-speaking candidates preferred

**Pay Packages**

- Internationally competitive: fixed salary, bonus, exceptional performance-based incentive, brand bonus

- Details to be discussed upon qualification

**Benefits**

- Annual repatriation two-way tickets;

- International health insurance.

**How to apply**

Please send an updated CV and a cover letter to Mr Viet Linh by email: [***vietlinh.daloc@gmail.com***](mailto:vietlinh.daloc@gmail.com)