

JOB DESCRIPTION of Key Account Manager

Title : Senior Key Account Manager (KAM)

Department : Sales

Locations : Ho Chi Minh City

Employment : Full-time

Compensation: Competitive, negotiable based on experience

Your Role:

As a Senior Key Account Manager, you'll be the driving force behind our strategic customer relationships. You'll identify and convert high-potential clients, deliver tailored solutions, and ensure long-term satisfaction and growth.

What you will do:

1. Proactively engage and convert assigned target accounts into loyal customers
2. Analyze client potential and provide strategic insights to the Sales Manager
3. Consult with clients to understand their needs and propose optimal solutions
4. Respond promptly to client inquiries and ensure seamless communication
5. Prepare quotations, technical comparisons, negotiate contracts, and close deals
6. Manage post-sales support including warranty handling and debt follow-up
7. Maintain accurate and up-to-date CRM records
8. Track and update project pipelines regularly
9. Summarize business performance and market trends for internal reporting
10. Achieving sales targets and contributing to overall business growth
11. Build strong relationships and manage expectations with key accounts

What we are looking for:

1. 3–5 years of experience in B2B sales, preferably with multinational manufacturers, technology contractors, or consulting firms
2. Strong command of English (mandatory) and excellent presentation skills
3. Proficiency in CRM systems and data management
4. Ability to travel frequently and work with geographically dispersed clients
5. A proactive, responsive, and collaborative mindset
6. Passion for building long-term client relationships and driving results

Why Choose HELUKABEL Vietnam for Your Career?

- Insurance with full Salary
- Accident insurance & Healthcare
- Quarterly performance bonuses and year-end rewards
- Annual salary review
- Annual leave and a five-day work week
- Business trip allowance
- Working with a young, motivated team
- Marketing support to generate leads and enhance brand visibility
- Professional working environment with career development opportunities
- Access to domestic and international training programs

How to apply?

Interested candidates should submit their resume via email to:

nhi.ngohoangyen@helukabel.com.vn

For any other questions, please contact us at:

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