



# **FOMEX GLOBAL SPRING RECRUITMENT PROGRAM**

# Spring Recruitment Program

- 02 Business Development Executives
- 03 Business Development Interns

Send your CV and Cover Letter to the email:  
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Cc: [alex.pham@fomexgroup.vn](mailto:alex.pham@fomexgroup.vn)

## **FOMEX GLOBAL JOINT STOCK COMPANY**

Head Office: FOMEX Building, #2 Lane 68, Luu Huu Phuoc Street,  
Cau Dien Ward, Nam Tu Liem District, Ha Noi, Vietnam



# Business Development Executive



## Job Descriptions

- Build and maintain strong, long-lasting client relationships
- Find, contact, do pitching to customers, negotiate contracts and close agreements in accordance with company's business strategy
- Collaborate with Production Department to ensure the timely and successful delivery of the goods according to customer needs and objectives
- Develop new business with existing clients and/or identify areas for improvement to meet sales quotas.
- Report, track and forecast key account metrics (e.g. monthly sales results and quarterly forecasts).
- Initiate and execute Digital Marketing Campaign to promote the products and services.
- Assist with challenging client requests or issue escalations as needed.

## Job Requirements

- Bachelor's Degree with majors in Marketing, Economics, E-commerce, Language,...
- Fluent in English (IELTS 6.5+ or TOEIC 700+ is preferable).
- Require Communication, Presentation, Analysis, and Critical Thinking Skill.
- Love working with international customers.
- Good teamwork and Quick learner.
- Experience in Sales and Marketing is a plus.
- Having a strong knowledge of Import-Export field is a plus.





Fomex Global JSC



# Business Development Intern



## Job Descriptions

- Assist BD Executive to build and maintain strong, long-lasting client relationships
- Use digital platforms and tools such as: Alibaba, Trangvang ... to find and reach out to potential customers
- Assist leaders to research, analyze,.. to launch new products/services.
- Report, track, update the market information, trends,...
- Initiate and execute Digital Marketing Campaign to promote the products and services.
- Fulfill other assignments from Manager
- Get performance review after the internship and have an opportunity to be promoted to BD Executive

## Job Requirements

- University students majoring in Marketing, Economics, E-commerce, Language,..
- Fluent in English (IELTS 6.5+ or TOEIC 700+ is preferable), other language is a plus.
- Require Communication, Presentation, Analysis, and Critical Thinking Skill.
- Love working with international customers.
- Good teamwork and Quick learner.