



Job profile

## Accountmanager (Vietnamese speaking)

Fulltime



Maasdijk (South-Holland, NL)

### Candidate profile

- Minimum of 3 years experience in sales of fresh products.
- Good command of the Vietnamese & English language.
- Chinese speaking is a plus.
- Hands-on mentality
- Result-oriented





## We are mushroom maniacs!

Mitrofresh is a young and dynamic company engaged in the production, import and export of Asian food products. We are also known as specialists of Exotic mushrooms. We import and export from and to all corners of the world. We are a fast-growing international company with offices in the Netherlands, Kosovo, China and cultivation sites in Kosovo.

We are a good employer for >250 colleagues with whom we share our passion for culture food and achieve maximum customer experience and satisfaction.







## Accountmanager

As an account manager at Mitrofresh, you are responsible for sales & sourcing, turnover and profit. Together with the management and your colleagues from the sales and marketing department, you work on introducing, implementing, maintaining and expanding our supplier and customer base. You love to maximise sales while keeping quality, customer satisfaction and the final result in mind.

Are you commercially and communicatively strong? Do exotic fresh products appeal to you and do you speak Vietnamese and Dutch or English? Then we are looking for you!

### What are we looking for?

- An education at MBO+ level, preferably sales-oriented;
- Excellent knowledge of the Vietnamese and English language;
- Command of the Chinese language is a plus;
- Ability to anticipate market developments;
- Minimum of 3 years commercial experience, in fresh food is a plus;
- A Team player who can also work well independently.





mitrofresh.

## What are you going to do:

### Purchasing

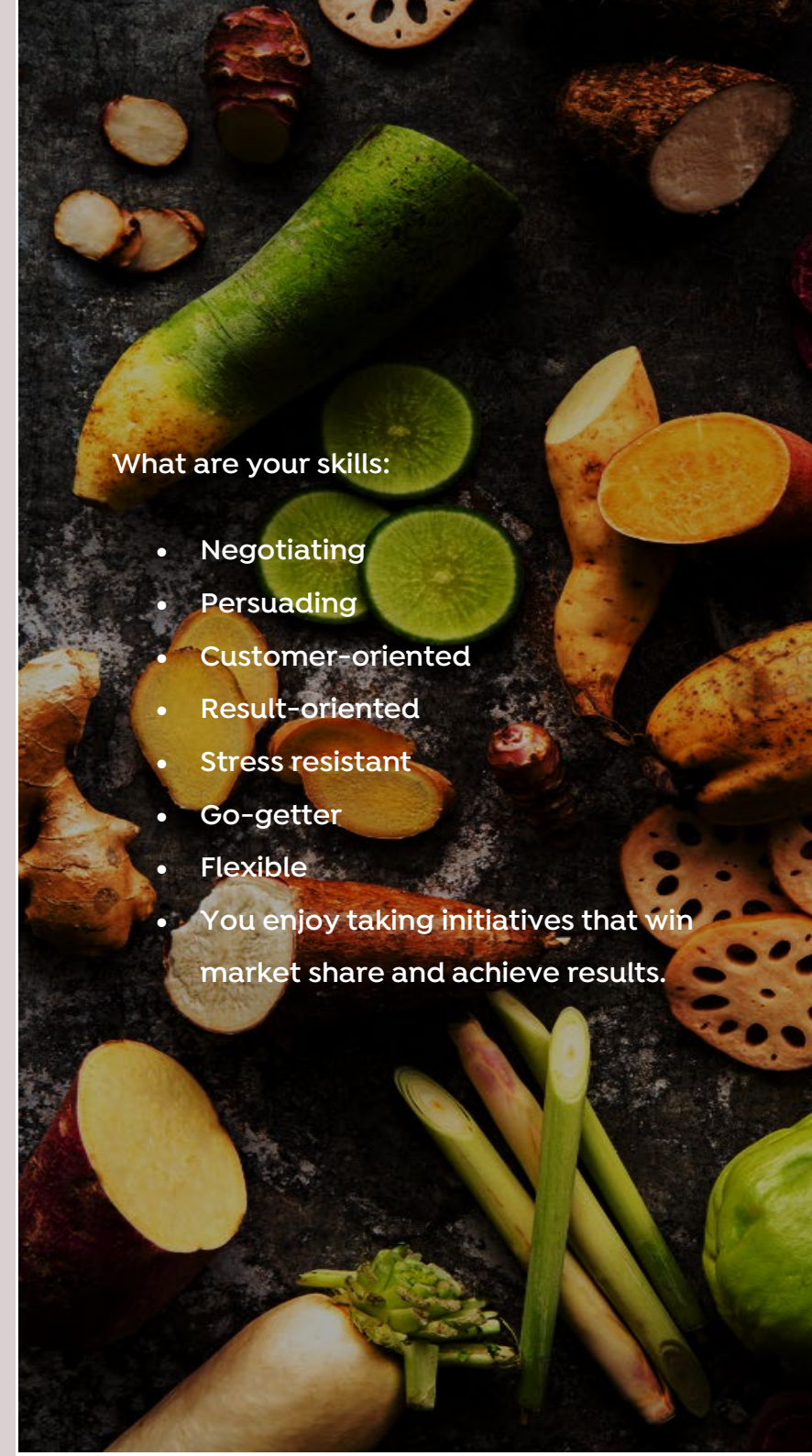
- You manage and expand the existing supplier and customer portfolio;
- You conduct purchasing discussions with our counters at home and abroad and make agreements on price, quality expectations, conditions and volumes;
- You ensure that agreements with suppliers are complied with;
- You ensure up-to-date communication to your sales colleagues about deliveries;
- You manage the stock of your purchased products in close cooperation with your sales colleagues.

### Sales

- You process telephone orders and orders from the mail;
- You answer customer questions by mail and phone;
- You build and maintain relationships with customers;
- You develop and maintain the existing customer database and generate new leads.
- You will ensure that all sales administration is completed on time and accurately.

## What are your skills:

- Negotiating
- Persuading
- Customer-oriented
- Result-oriented
- Stress resistant
- Go-getter
- Flexible
- You enjoy taking initiatives that win market share and achieve results.





## Would you like to grow with us?

Can you identify yourself with this description for Accountmanager and are you up for the challenge?

We look forward to receiving your CV and a brief motivation at [hr@mitrofresh.com](mailto:hr@mitrofresh.com).

## Interested?

For more information about the vacancy, please contact HR on 0174-245543. Or take a look at [www.mitrofresh.com](http://www.mitrofresh.com)

## What do we offer

- A challenging and diverse job in a dynamic international environment;
- A versatile position with a high degree of responsibility;
- A great team with motivated colleagues;
- A positive and informal working atmosphere.
- A competitive salary including good secondary conditions;

### Secondment agency/recruitment agency?

Although we appreciate your interest, we aim to fill our vacancies through our own recruitment, or have explicitly stated it if there is exclusivity. Should unsolicited profiles nevertheless be offered to Mitrofresh, we will treat them as direct applications.