



Sales Executive – Northern Area



Panel Plus Company Limited is Particle Board Industry, established in 1990, is another extended business of Mitr Phol Sugar Group, using bagasse waste from the sugar production process to produce particle board with high technology and friendly to environment. Apart from bagasse, rubberwood chips are used as additional raw materials to increase the production capacity. Recently, we decided to establish new lines of production to produce melamine paper and melamine faced chipboard to serve customers with a wider range of demands. And the company received the best employer award for 2 consecutive years (2017 / 2018).

Responsibility

1. Continue to find new customers. (Contractors/furniture manufacturers/ Distributors/Project) in Northern Vietnam.
2. Explore and appoint potential Distributors to ensure market coverage
3. Present, promote and sell products/services with contractor and designers
4. Approach Project owners and Designer company to get sales order of melamine-coated wood and HPL products.
5. Explore market information about projects information and competitors' information in furniture market and Real estate business.

Number of positions : 1 position / Work Monday – Saturday

Work place: Vietnam Ha Noi

Qualifications

- Bachelor's degree in marketing or other related fields
- Proven working experience in furniture or interior design industry is preferable

Knowledge and Skills

- Excellent selling, negotiation and communication skills
- Good English written and verbal communication.
- Dynamic working, can travel to many provinces in Vietnam

Applications can be submitted at

pajareeh@panelplus.com / atiwitk@panelplus.com



Distributors Sales Executive



MITR PHOL
GROUP



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Responsibility

1. Explore, analyze and appoint potential Distributors to ensure market coverage
2. Present, promote and sell products/services to existing and prospective contractors, designers and distributors
3. Coordinate with marketing team to do marketing activities with contractor and designers to assist distributors achieve sales target
4. Follow up and develop analysis report on each Distributor performance
5. Monitor cost and Competitor movement to update price list
6. Coordinate with logistics team to find effective way of distribution with competitive cost.
7. Coordinate with marketing team to build brand awareness and product knowledge for contractor and designer in both online and marketing campaign.

Number of positions : 1 position / Work Monday – Saturday

Work place: Vietnam Ho Chi Minh City

Qualifications

- Bachelor's degree in marketing or other related fields
- Proven working experience in furniture or interior design industry is preferable
- Proven working experience in distribution channel development is preferable

Knowledge and Skills

- Excellent selling, negotiation and communication skills
- Good English written and verbal communication.
- Dynamic working, can travel to many provinces in Vietnam

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Marketing Executive



MITR PHOL
GROUP

AON
BESTEMPLOYERS
THAILAND | 2017



AON
BESTEMPLOYERS
THAILAND | 2018

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Responsibility

1. Develop overall digital marketing strategy and design content across all online platforms
2. Track and report performance of all online and offline marketing campaigns
3. Perform market trends, competitor analysis, and market insight to develop marketing strategy
4. Create, execute and monitor the performance of campaigns
5. Working with sales team to explore potential customers and new sales prospect
6. Explore new suppliers / potential source to develop new design of product

Number of positions : 1 position / Work Monday – Saturday
Work place: Vietnam Ho Chi Minh City

Qualifications

- Bachelor's degree in marketing or a related field
- Proven working experience in marketing, within furniture or interior design industry is preferable

Knowledge and Skills

- Good interpersonal skills and have creativity
- Good English written and verbal communication.

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Human Resources Officer



MITR PHOL
GROUP

AON
BESTEMPLOYERS
THAILAND | 2017



AON
BESTEMPLOYERS
THAILAND | 2018

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Responsibility

1. Recruiting and selecting quality employees according to the positions assigned within the specified period
2. Perform Time Management, wages, salaries and social security, in accordance with company regulations and the law.
3. Provide services to employees in Welfare management and employees relations, in accordance with the company's regulations and the law.
4. Manage personnel development, organize activities to enhance the quality of life, create a good working atmosphere and company culture. As well as promoting good relationships between employees and the company.
5. Coordinate with other departments to prepare and monitor KPIs for employee evaluation.
6. Prepare information, budget plans and reports in the area of responsibility.

Number of positions : 1 position / Work Monday - Saturday

Work place: Vietnam Ho Chi Minh City

Qualifications

- Bachelor's degree in Human Resources or a related field
- At least 1-2 years of working experience in Human Resources

Knowledge and Skills

- Presentation skills and coordination skill
- Good computer skills
- Good interpersonal skills, enthusiasm and creativity
- Has flexibility in traveling to work across the area.
- Good English communication skills
- Good communicate in Thai language is preferable

Applications can be submitted at

pajareeh@panelplus.com / atiwitk@panelplus.com