



04 SALES SPECIALIST

B2B MATERIALS & ACCOUNT DEVELOPMENT

Hunter and farmer. The face of Việt Kai to our partners.

— build the network ↘

WHO WE ARE

A leading supplier of vegan leather and upholstery fabric, based in Vietnam for 10+ years. Serving 1,000+ factories across furniture, automotive, footwear, bags, and projects — both domestic and international.

WE'RE LOOKING FOR

We're looking for a contributor with an open mindset — someone who cares about premium quality and partnership, adopts modern tools (including AI) to work smarter, and wants to do work that genuinely matters. You'll join a flat, kind, ambitious team building a global premium materials supplier from Vietnam — with hands-on exposure to the textile and vegan leather industry, our international "0 → 1" business, and the chance to grow alongside the company.

ABOUT US

Zero bureaucracy, pure impact. We are a dynamic, flat-structured team where titles matter less than impact. We aren't just "doing a job" — we are building a business to create genuine value for our customers and society, and our international business is in its exciting "0 → 1" phase. Be Kind · Do Good.

→ WHAT YOU'LL DO

■ DEVELOP & NURTURE ACCOUNTS

Develop new partners while maintaining and caring for existing ones — building long-term, trust-based relationships.

■ MARKET RESEARCH

Research the market, find and qualify potential partners, and prioritise the highest-fit opportunities.

■ CONSULT & CLOSE

Contact, meet, and advise partners — understanding their needs and recommending the right materials.

■ COORDINATE DELIVERY

Work with the warehouse and logistics teams to ensure orders are delivered on schedule.

■ OWN THE OUTCOME

Handle other related tasks as needed — with the proactivity and ownership of a true partner.

→ WHO YOU ARE

■ KIND & ENERGETIC

A kind, cheerful, friendly, sincere, and energetic person — the kind of presence partners enjoy working with.

■ LOVES SALES

You genuinely enjoy sales work — proactive and independent, comfortable owning your pipeline.

■ COMMUNICATOR & PROBLEM-SOLVER

Strong communication skills and flexible, resourceful problem-solving.

■ EXPERIENCE

Bachelor's degree. Experience in sales & customer care is an advantage. Students awaiting their degree are always welcome.

→ WHAT WE OFFER

■ Income 20–35M VND/month — base salary 8–15M VND (by level & experience) + attractive commission + instant bonuses.

■ 13th-month salary + annual KPI bonus.

■ Grow with the team and business as we scale our partner network — your effort directly equals income.

■ Statutory insurance, paid annual leave, regular team-building events, and a stocked pantry.

WORKING HOURS

Monday–Friday 8:00 AM – 5:00 PM, plus Saturday mornings — with one Saturday-afternoon meeting per month.

APPLY ONLINE ↗

vietkai.com/careers

OR CONTACT DIRECTLY

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WORKPLACE

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vietkai.com

BE KIND · DO GOOD · SERVE YOUR GREAT DESIGN

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