

We, **METRO** Cash & Carry Vietnam Ltd., a powerful brand with characteristics as:

- Unique business concept
- Strong self-service wholesale brand
- Sharp profile in the market
- Competitive internationalization and expansion
- Strong international corporate culture founded on Core Values
- Proactive employees development

are looking for the **Qualified Candidates for the following position:**

**KEY ACCOUNT EXECUTIVE (KAE) FOR FSE PROJECT
PHỤ TRÁCH KHÁCH HÀNG TRỌNG ĐIỂM CHO DỰ ÁN FSE**

Reports to: Key Account Supervisor

Work location: An Phu Store
An Phu – An Khanh – District 2

Responsibilities:

MISSION STATEMENT:

The scope of duties of the Customer consulting contributes to fulfilling the task of managing his area customers or his core demand customers

ROLES:

- Develops and manages potential of core demand customer.
- Enhances customer driven thinking among key functions like purchasing and sales

KEY RESULTS AREAS:

Customer Relations Management

- Develops profitable business with core demand customers in Hotels, International Restaurants, Canteens/Caterer
- He is responsible on customer life cycle of his Core Demand Customers
- Building strong relationship with core demand customer

Requirements:

Effective performance of this job requires the person to be really hands-on and persistence to follow through meticulously key steps of the operational procedure. Essentially the profile of the job holder should include:

- At least a recognized High school/Bachelor degree in Business
- Minimum 2 years' experience in sales Hotel/Restaurant will be preferred

- Vietnamese Nationality.
- Good communication and presentation skills in English.
- Self motivated, interpersonal skills.
- Dynamic, confident and flexibilities
- Good PC skills/Internet Research with good sense for figures
- Pragmatic, flexible and matured with ideal age below 35
- Well-developed customer orientation. Ability to see things from the customers point of view
- Well-developed aim and success orientation
- Tidy and appealing appearance
- Good sales ability and an above average ability to motivate and convince
- Ability to adapt flexibly to changing situations (e.g. other customer groups)
- Temporary mobility (deployment in other markets)

Successful candidates will be offered a competitive salary & benefits package, family health insurance and professional training programs.

In strict confidence, interested candidates please send your full resume in English and 01 photograph to the below address before 7th April, 2009:

**Metro Cash & Carry Vietnam Ltd.
An Phu – An Khanh, District 2, HCMC
Attn.: Ms. Thu Long – Human Resources Supervisor**

or Email: thu-long.pham@metro.com.vn

Please put job title on your cover letter or into the subject of your email.

Only short-listed candidates will be contacted for an interview.