



Shaping a World of Trust

*Our Mission & Ambition are **Shaping a World of Trust**. A business to business to Society Company, contributing to transforming the world we live in. Guaranteeing quality, ensuring Health and Safety, mitigating risks and improving performance as well as environmental protection and social responsibility ... This is what Bureau Veritas is about, truly believing that it contributes to bettering society.*

*Our Absolutes are **Ethics, Safety and Financial control**; and our Core Values are **Trusted, Responsible, Ambitious & Humble, Open & Inclusive**. We strongly believe that you are here more than just working, being part of the BV family, it's being convinced that you will "**Leave your mark... in Shaping a World of Trust**".*

Job Description : **Wood Business Development Executive (Central Region)**

Reporting : **Wood Business Development Manager**

Tasks – Activities – Responsibilities

- To be responsible for the sales related to certification to clients in wood industry. Support other departments to optimize the BV wood services of testing, inspection besides certification to the wood market
- Identify, develop and follow-up on new sales leads and prospects
- To conduct telesales to approach into enterprises community to finalize potential customers To define potential customers and conduct sales meeting
- To collect all accurate information of customers and issuing quoting/ contract To prepare contract review when needed
- To ensure the target of number of visiting of new prospects To achieve the target fixed by line Manager
- To follow up customers
- To manage and follow up sales database
- To build, strengthen and optimize relationships with clients, prospects and partners
- To support preparing any tender, specific tasks will be assigned by line Manager case by case
- To maintain good relationship with current customers which are assigned by line manager
- To co-ordinate with operations departments when receiving any requirement from customers Follow strictly customer complaint process

Candidate Profile

- Bachelor's Degree in Forestry/ Economics> or its equivalent with at least 2 years of corporate sales experience
- Experience and knowledge of the Wood/Paper Packaging/Forestry industry is preferred Have knowledge of FSC/ISO/DDS/PEFC is preferred
- Prior work experience in the testing, inspection & Certification of related products will be an added advantage

Technical and professional skills

- Can communicate in English
- Good command in office software (Outlook, Word, Excel, PowerPoint, ...)



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- Can work independently under pressure
- Good communication and presentation skills, team work spirit. Can arrange to travel for the client visit

Professional behaviors

- Understanding company's business activities.
- Be open-minded and trusted
- Possess sound judgement, analytical skills and tenacity Has the ability to perceive situations in a realistic way
- To understand complex operations from a broad perspective

Kindly send your CV directly to ngoc-hien.nguyen@navigossearch.com for further information.

Employee

N+1

Name:

Date:

Name:

Date:

