

BIỂU MẪU THÔNG TIN TUYỂN DỤNG

Đơn vị tuyển dụng	Milton Holdings International Ltd.
Chức danh	B2B Business Developer (Sales) – Specialty Materials Solutions
Hình thức	Nhân viên chính thức
Cấp bậc	Nhân viên
Học vấn	Tốt nghiệp Đại học
Kinh nghiệm	Có kinh nghiệm <i>Nếu Có kinh nghiệm: từ 3 năm trở lên</i>
Thu nhập hàng tháng	VND <i>Từ 50 đến 60 triệu đồng/tháng (gồm 20 triệu lương cứng và thưởng theo doanh số)</i>
Nơi làm việc	☒ Trực tiếp tại: Hồ Chí Minh
Mô tả công việc	Your mission: Three pillars of impact Your mission will go beyond traditional sales metrics. Your aim will be to build the foundation for sustainable success of Milton in Vietnam. 1. Market Creation & Strategic Entry • Map the industrial landscape: Identify and approach key prospective customers in industrial clusters (e.g., Dong Nai province, Ho Chi Minh city, etc.) not only from our existing customers, but also through your networking and strategic vision • Develop and validate our go-to-market strategy for Vietnam: Your on-the-ground intelligence will directly shape our regional playbook • Build a robust sales pipeline focused on quality partnerships, not just short-term deals • Identify and develop biomaterial supply sources, including bio-based, recycled, and next-generation

	sustainable material suppliers, aligned with Milton's innovation roadmap • Proactively explore and establish new ecosystem partnerships, such as recycling partners, compounders, converters, and sustainability solution providers, to extend Milton's service offering beyond traditional material supply • Continuously assess market gaps and opportunities where Milton can introduce integrated material + sustainability solutions 2. Solution Selling & Technical Partnership • Be your own boss of Milton's product portfolio: You will not just provide your opinions on price quotation; you will consult on material selection for complex applications • Be the necessary bridge between Vietnamese customers and global technical teams of Milton: Facilitate deep-dive technical discussions and co-develop solutions • Champion our sustainable material options: Help clients reduce environmental impact without compromising performance with our sustainable solutions; act as the local champion for sustainable material innovation, connecting suppliers, partners, and customers into practical, scalable solutions 3. Building the Milton Brand & Culture • Be the brand ambassador of Milton in Vietnam: Embody our values of Integrity, Proactive Thinking, and Intellectual Curiosity in every interaction • Lay the foundation for our future staff development: Your operations will become the standard for our expansion in Vietnam • Provide unparalleled customer experience that turns first-time buyers into long-term innovation partners
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Yêu cầu công việc	What you bring - Proven Experience: At least 3 years of B2B sales experience in B2B sales specifically within: Chemicals, Plastics, Polymers, Packaging, or Industrial Materials - Industry Network (A Strong Plus): Existing relationships with engineering, procurement, or management in manufacturing plants, especially in key industrial zones - Core Skills: Strong communication and negotiation skills. Full working proficiency in English is mandatory for internal collaboration. Comfort with CRM and business tools - Right Attitude: Proactive, curious to learn, humble enough to ask for help, and resilient enough to preserve, experience or strong interest in biomaterials, recycled materials, sustainability solutions, or circular-economy projects - Education: Bachelor degree in any major is welcomed to apply Who you are: The ideal profile We prioritise mindset and ability over a rigid list of years. Our ideal candidate is defined by how they think, not just what they have done. - A builder, not just a seller: You are proactive and entrepreneurial. You see ambiguity not as a barrier, but rather a picture to draw. You are empowered with the support of our team to create things from nothing - A critical thinker: You possess humility and intellectual curiosity. You ask "why" before "how much". You analyze challenges from different angles, make choices independently and do not hesitate to respectfully challenge assumptions to find a better path - A trusted advisor: You operate with unwavering integrity. You build relationships on transparency and long-term value, not empty promises - A resilient professional: You have the courage to face rejections, navigate complex negotiations, and the equanimity to stay focused under pressure. You learn from setbacks
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	- A sustainability advocate: You have genuine interest in innovations for business and our planet, and also to contribute for a sustainable Vietnam in the future		
Quyền lợi	• Ownership: Directly shape the strategy and culture of Milton Vietnam. • Growth: Fast-track career path (Sales Lead to Office Manager) with global training and international travel. • Compensation: Up to 50M-60M VND with an attractive base salary (20M VND) + uncapped commission + full benefits (insurance, laptop, allowances). • Purpose: Lead the charge in sustainable material innovation in Vietnam.		
Số lượng cần tuyển	1		
Thời gian làm việc	☒ Làm việc lâu dài.		
Phúc lợi	☒ Bảo hiểm	☒ Du lịch	☒ Thưởng
	☐ Chăm sóc sức khỏe	☒ Đào tạo	☒ Tăng lương
	☒ Máy tính xách tay	☒ Phụ cấp	☐ Xe đưa đón
	☐ Đồng phục	☒ Chế độ nghỉ phép	☐ Chế độ tập thể dục
Hạn nộp hồ sơ	Đến khi Milton Holdings International thông báo kết thúc chương trình tuyển dụng.		
Thông tin liên hệ	careers@milton.co		