

ABOUT DIBEE

Dibee is an innovative digital payment and management solution for business fleet expenses. Our mission is to contribute to the digital transformation in an ecosystem that critically needs to improve in efficiency (logistics, transport and fuel retail) and transparency.

Dibee solution facilitates the transactions / e-payments between professional drivers and fleet services providers via mobile app.

The solution has been adopted by major players in transport and logistics companies in Vietnam with great customer feedbacks.

Dibee is looking to leverage its recent strategic partnership to accelerate growth.

The key objective of the Sales Manager is to develop new sales in South Vietnam.

KEY RESPONSIBILITIES

- Overall ownership of driving new revenue from direct sales to corporate customers
- To contribute and to execute company sales strategies
- To develop and to maintain healthy pipeline of medium and large client prospects
- Actively organize sales calls and pitch to clients and partners
- Understand client needs/ pain points to propose Dibee solution
- Prepare and present business proposal.
- Ensure excellent deployment of business solution to clients
- Track and report sales activity and performance
- Support other departments and management to help them achieve their objectives as they relate to the sales group
- To develop and to maintain relationship with key business partners (petrol companies, gas station owners, logistics professionals, industry associations, fleet services suppliers...)

REQUIRED SKILLS AND PROFILE

- Dynamic and driven individual with hunter
- Strong skills to network and connect with C's level
- Entrepreneurial spirit
- Industry background: Business Services
- 8+ years of successful selling experience in B2B sales and business development of business management solutions (medium to large companies)
- Excellent knowledge of the logistics and transportation service industry would be a plus
- Proven team player with exceptional interpersonal and negotiating skills
- Strong analytical, problem solving and communication skills
- Organizational skills
- University Degree or MBA + work experience overseas or in international company
- Fluent in Vietnamese and English – written and spoken

Sounds interesting? Share your CV with us at careers@dibee.co.