



Sales Representative

Vietnam
Full-time
Sales

XpertSea is a Canadian technology company that's transforming how the global aquaculture industry farms seafood. Combining artificial intelligence, computer vision and machine learning, we're building cutting-edge solutions to empower hatcheries, farms and research centres to track and manage their aquatic populations with greater speed, accuracy and insight than ever before. With more than 100 customers in over 48 countries, we're using Canadian ingenuity to help feed the world.

XpertSea is looking for a full time Sales Representative with hands-on expertise in the aquaculture sector, preferably in shrimp hatching and farming. A background in sales and representation would be preferred (but is not mandatory). You will work in sync with other XpertSea representatives and both the Customer Success and Sales departments to develop the Vietnamese market and technically support the first users of our technology on the territory. You will need to have a thorough understanding of the internal processes of shrimp hatcheries and farms, as well as their requirements, to advise decision makers on the purchase and best use of the XpertSea platform. Travelling across your designated territory, you will develop a customer network and work with industry leaders to build their trust in the brand. You will report to your Regional Sales Director on a regular basis and provide updates on prospective and existing customers.

Responsibilities

- Perform sales prospection activities: product introduction visits and cold-calling.
- Perform regular follow-ups with prospects.
- Navigate the sales process from prospection to closing, and produce the necessary reports as requested by your immediate manager.
- Reach sales targets on the territory as per those set by the Regional Sales Director.
- Perform post-sales, routine and back-up technical visits with customers to ensure their satisfaction and proper use of the technology.

Minimum qualifications

- University degree in Business or Marketing, or a minimum of 3 years experience in sales and account management, or demonstrated experience in the aquaculture sector
- Technical communication skills in English
- Knowledge of the aquaculture industry
- Willingness to travel within the territory

Desirable assets

- Technical background in shrimp hatchery and/or farm operations
- Up-to-date knowledge of recent advances in aquaculture
- Social, communication and persuasion skills

Link to apply: <https://www.xpertsea.com/careers/sales-representative-3>

Please contact Mr. An (+841212284488) if you have any questions or need further supports.