

## **Job Description**

### **Sales Representative, Zero Plastic Waste Vietnam**

**Contract Duration: from July 2021 to September 2021**

## **Context**

**Yunus Environment Hub (YEH)** is the global social business network creating solutions for the environmental crisis. Co-founded and led by Nobel Peace Prize Laureate Prof. Muhammad Yunus, **YEH** supports and develops social business solutions addressing environmental issues in a financially self-sustainable way. Focus areas are solutions for improved waste management & sustainable plastic recycling, circular economy, carbon neutrality, biodiversity, sustainable agriculture, access to clean water and clean energy.

**Zero Plastic Waste Vietnam** is a social business and plastic recycling facility in Long An Province, Vietnam that focuses on the establishment of a recycling plant that produces high-quality products made of low-value and currently unconsidered plastics. These products can be used as input materials in the furniture and construction industry such as recycled plastic boards, as well as recycled plastic pellets / granules.

A social business is understood as a non-dividend, non-loss organization that seeks to create social impact based on a viable business model. With this approach, the envisioned impact touches on the entire plastic waste value chain of segregation, collection, sorting and processing. This effect will be supported through additional efforts of the social business in collaboration with local partners.

**Zero Plastic Waste Vietnam** is implemented by **Yunus Environment Hub (YEH)** in partnership with, and sponsored by the **Alliance to End Plastic Waste (AEPW)**, and is part of the **Vietnam National Plastic Action Partnership**, promoted by the Ministry of Natural Resources and Environment in partnership with the World Economic Forum, in response to the official call of **Former Prime Minister Nguyen Xuan Phuc**. It aims to create an environmentally friendly city, sustainable waste management, a market demand for low-value plastics and to increase the recycling of currently unconsidered waste types, raising environmental and social awareness, to create employment opportunities and to improve working conditions of local people, especially informal waste collectors.

## **Product Concept: Recycled Plastic Boards**

The recycled plastic boards series includes high-density panels that can be used for visible (Design Boards & Compression Boards) and non-visible appliance (Compression Boards). Their use is highly versatile and may substitute a wide range of material, such as plywood or regular wooden or plastic boards. Sustainably collected and processed plastic waste is compressed into this high-quality material to meet product requirements from clients of various industries with both high quality and social & environmental impact requirements. Given the resilient material properties, the recycled plastic boards qualify for various types of indoor and outdoor applications, including as visible temporary or permanent construction material, and as non-visible filling material, e.g. for furniture, interior design and construction use cases.

## **Sales Representative, Zero Plastic Waste City Vietnam**

We're looking for a results-driven Sales Representative with excellent interpersonal skills to actively seek out and engage customer prospects and partnership growth for the recycled plastic boards.

The Sales Representative is responsible for communicating the benefits of the recycled boards as a new product in order to drive sales and market potential. The main objectives of the position include identifying and educating prospective customers with information and services related to the products, actively contributing to the development of sales pitching content, winning sales deals, and creating a robust customer database.

The Sales Representative will work closely with and under the supervision of YEH Venture Building Manager in Vietnam.

### **Responsibilities:**

- Develop sales documentation (all sales publications, product specifications, business approach, sales pitch, marketing design, promotion and other materials related to sales communication materials)
- Reach out to potential customers through cold calling and tele-approaches to develop positive business and customer relationships
- Conduct both virtual and physical meetings with prospective customers to present, promote the products / services and acquire sales deals through letters of intent, partnership MOUs
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales efforts with the local team members
- Supply the management team with reports on customers' needs, interests, competitive activities, and potential for new products and services
- Record and analyze customers' feedback and market potentials to produce comprehensive internal sales reports
- Keep abreast of best practices and promotional trends
- Develop positive business relationships to ensure future sales of the business
- Continuously reflect and improve strategies through customers' feedback

### **Job requirements:**

- Proven successful work experience as a Sales Representative or a similar role
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, negotiation, contract management, communication skills, and critical and analytic thinking
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to constructive feedback
- Ability to build productive professional business relationships
- Independent and reliable work style
- Fluent in English and Vietnamese

### **Benefits:**

- Monthly remuneration (negotiable) upon presentation of a time sheet and KPIs bonuses
- International working environment in a social business network focusing on societal and environmental benefits
- Opportunities to grow professional networks, gain diversified knowledge and save up resources for career advancement

### **To apply:**

Please send your CV and a short cover letter including your earliest starting date and salary expectations to Ms. Tam Phan @ [tam.phan@yunuseh.com](mailto:tam.phan@yunuseh.com) with the subject "ZPWC\_Sales Representative\_your full name".