



BLACKSHEEP VIETNAM CO., LTD

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Registered in Vietnam: 0108567193

Distributor Manager

Branch: Particle Works

Full time position

Location: Hanoi, Vietnam

Report to: Regional Manager

Blacksheep is a fast-growing international science and technology company – a great place to develop your career in Vietnam. Focusing on development of world leading products for high growth markets, the company designs, develops and manufactures truly innovative products in Vietnam. Our projects in Vietnam range from high power electric motorbikes to medical machines, and our products are used for many scientific applications including biology, chemistry, biotech research, material sciences and scientific discovery and all need to follow ISO standards appropriate for the resulting products. Our partner, Blacktrace Holdings Ltd., headquartered in the U.K is increasing their activities for one of their leading brands, Particle Works (PW).

Particle Works provides automated systems using microfluidic technology to help scientists synthesize particles at nano and micro scales. One of PW's key applications is API encapsulation in liposome and PLGA nanoparticles therefore PW's key customers are those who work within the innovative pharmaceutical field. At present PW is looking for a talented individual, with a scientific background in Chemistry/Chemical Engineering/Drug Design & Discovery, who would like to pursue a career in business management. He/she will be working with world-class scientists to deliver utmost cutting-edge technology to life-changing applications.

Due to the nature of the role, we expect you to be completely fluent in English and have a proven track record in scientific sales management in international markets and know how to collaborate with global business partners.

Main tasks:

The main responsibility of a Distributor Manager is to increase PW's sales by building and managing both direct and indirect sales pipeline, in market with and without distributors. By constantly liaising with our partners, you will support and make sure they perform well to meet and exceed the sales target. You will act as PW's ambassador and be responsible for promoting PW through the distribution channel by using your technical knowledge, consultative and management skill. Your typical duties include but not limited to:

- Manage the sales pipeline through distributors and make ongoing projections of sales
- Hit your sales targets
- Identify and sign up new distributors able to successfully sell and support the products of PW around EMEA and Asia.
- Be the primary POC to respond to Distributors' inquiries on technical questions, quotation, and support
- Attend conference calls with the Distributors/Customers to make sure they have the necessary support to close business opportunities
- Work closely with Application and Support teams to follow up and deliver scientific systems to Distributors/Customers
- Work closely with Marketing to implement tactics to increase market share and brand awareness
- Work with world-class scientists/researchers both in academia and industry, such as those from leading Biotech/Pharma to secure business for PW
- Build strong relationship with world-class scientists in key applications e.g Drug Delivery

- Make sure sales leads are qualified in a technical and commercial manner by Distributors
- Ensure tender documentation is completed in a timely manner
- Process prospect and lead information within SFDC
- Coordinate with different business functions to help Distributors execute educational seminars and conferences

Required skills and capabilities:

- Undergraduate degree or equivalent qualification in Chemistry/Chemical Engineering/Drug Design & Discovery. Other scientific background only considered if having significant exposure to Drug Delivery
- Experience in management of distributors is a plus. Experience in scientific sales is a plus.
- Native or close to native level of English, both oral and written
- Excellent communication skill, people skill
- Excellent organizational skill and ability to multi-task, follow up and execute business deals
- Ability to work individually and as part of a team
- Experience in working with CRM system such as Salesforce is a plus
- Understanding of business culture in various culture is a plus.

Benefit:

You will be rewarded with a competitive salary, 20-day annual leave, premium medical care. If you would like to apply for this position, please email your covering letter addressing each of the job requirements and CV to:

admin@blacksheep.com the attention of **Ms Giang Nguyen, Operations Director**

We are an equal opportunities employer, and we would encourage woman to apply for STEM related job.

We look forward to hearing from you!

Blacksheep Vietnam Co., Ltd.