

Business Analyst - HCMC

JOB DESCRIPTION

ABOUT THE COMPANY

ERAIA ASIA is a Vietnam based & French owned business consulting company with 10+ years background in international business development. We support western companies in their business development in Asia through tailor made services: market study, business development, commercial representation, distribution, company establishment, and 2 fully- serviced business centers in HCMC.

We genuinely care about people as our assets are our people. We encourage our team to work with passion, grow together and put quality in the first place even the smallest task.

In the development of the business, we are looking for a Business Analyst to join our team

MISSIONS

As a business analyst, your role is to gain a comprehensive understanding of our Western corporate clients' needs and goals, and support them in effectively entering the Vietnamese and SEA markets, first to generate revenue, and in the longer term to establish a lasting partnership with ERAIA. Your responsibilities would typically consist in identifying the most suitable and efficient business partners and channels (joint ventures, agents, distributors, direct sales...) to help our clients establish a strong and swift business footprint in the target markets.

Main missions:

- Collect data for client's needs
- Identify & qualify potential business partners for our clients
- Contact local companies to introduce the client
- Organize meetings + edit meeting minutes
- Edit and organize data in final reports
- Join the client meetings

QUALIFICATIONS & SKILLS

Diploma:	Bachelor degree in Business related field
Experience:	Ideally from 2 years of experience
Languages:	Native Vietnamese, English Fluent, French is a plus

- ✓ Previous experience in the international business industry
- ✓ International mindset: studied or worked abroad

- ✓ Can work under pressure and simultaneously handle several projects
- ✓ Basic technical knowledge
- ✓ Understanding of the international business rules (incoterms, distribution, import, etc.)
- ✓ Business mindset, solution oriented
- ✓ Good computer skills: PPT/ Excel/Word/ Data visualization
- ✓ Being curious and dare to explore

BENEFITS :

- ✓ Salary up to 25M depending on experience
- ✓ Comfortable, multi-cultural and welcoming office environment
- ✓ Great facilities to work.
- ✓ Full labor insurance (social, health, unemployed)
- ✓ Private health insurance (Bao Viet – Gold plan)
- ✓ Personal development: training courses/ workshops/seminars
- ✓ Annual leave 15 days
- ✓ Outdoor activities and team building
- ✓ Tea and coffee break, kitchen at work, swimming pool and garden
- ✓ Team activities, happy hours, team activities
- ✓ Motivating salary depending on skills and experience
- ✓ 13th month salary

LOCATION: District 2, HCMC

WORKING HOURS: Monday to Friday, 8:30 – 12:00 & 13:30 – 18:00

CONTACT: thinh@eraiasia.com