



JOB DESCRIPTION

POSITION: SENIOR MARKET RESEARCH DEVELOPMENT SPECIALIST

I. COMPANY INFORMATION

ADC PLASTIC was established in 2004, That's Vietnam leading manufacturer and exporter with nearly 20 years of experience in the field of Raw Material for Plastic Industry (Calcium Carbonate Filler Masterbatch and White Masterbatch) provides for Packaging Industry, PE, PP Shopping Bag Manufacturer, PP Non Woven Factories, Household Injection Moulding, Plastic Bottles Manufacturers,...

With the Vision that “**Becoming the world’s top1 plastic filler masterbatch manufacturer**” and the Mision “**Contributing to Society**”, ADC PLASTIC affirms its position and becomes a reliable partner of customers worldwide.

1. BUSINESS FIELD: Manufacturing – Import & Export Plastic raw materials

2. COMPANY NAME: ADC PLASTIC (A Dong Plastic Joint Stock Company)

3. HEAD OFFICE ADDRESS: No. 14-15, A18-BTSL2, Le Trong Tan str., An Khanh, Hoai Duc, Hanoi, Viet Nam

4. FACTORY ADDRESS: Rd. D1, Yen My II Industrial Park, Yen My, Hung Yen, Viet Nam

5. WEBSITE: <https://adcplastic.com>

II. JOB REQUIREMENTS

We are looking for immediate hiring a **NEW COLLEAGUE** - Who have knowledge, skills and experience in the field of **MARKET RESEARCH DEVELOPMENT SPECIALIST** to join our organization for **DEVELOPING CAREER TOGETHER**. This position will be responsible for researching and developing supply sources, market demand, product technology; building and monitoring the development plan.

1. JOB TITLE: Senior Market Research Development Specialist

2. ON-SITE: FULL TIME

3. WORKING LOCATION:

No. 14-15, A18-BTSL2, Le Trong Tan str., An Khanh, Hoai Duc, Hanoi, Viet Nam

Factories and Other locations according to job requirements

4. JOB PURPOSE

4.1. Minimize operational business risks

4.2. Measure and control business performance

4.3. Establish standards and control plans

5. MAIN RESPONSIBILITIES

5.1. RESEARCH AND DEVELOP SUPPLY SOURCES



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- Read and evaluate supply source data reports, raw material data reports and propose solutions to improve input material costs to increase product competitiveness
- Catch the trends and propose appropriate supply solutions to meet target customer needs.
- Build a system of supplier evaluation standards, report on supplier status

5.2. RESEARCH MARKET DEMAND FOR PRODUCTS

- Coordinate with relevant departments to plan and implement customer research activities, target markets, companies in the same industry, ...
- Prepare reports on product orientation, customer needs, market situation
- Propose changes to products, propose strategic products according to target markets, customer access orientation based on analysis results.

5.3. RESEARCH LABOR MARKET

- Research consumer demand, shopping, basic spending levels in designated markets
- Propose income framework suitable for labor force in markets based on research data
- Advise the Management Board on solutions to attract labor based on the orientation set out

5.4. RESEARCH AND DEVELOP TECHNOLOGY - PRODUCT

- Research product trends based on end-user consumption trends
- Research reports on product trends in the plastic industry, production technology trends
- Propose appropriate improvement solutions

5.5. BUILD AND MONITOR THE DEVELOPMENT PLAN

- Build a development plan for output, revenue, profit according to target markets.
- Build standard forms to evaluate the growth situation of business activities (sales, marketing, ...)
- Monitor the periodic business results of the enterprise, monitor and update the business results, measure the effectiveness of researchwork and propose improvement solutions.

III. STANDARD REQUIREMENTS FOR CANDIDATES

1. EDUCATION LEVEL: Bachelor or higher

2. TRAINING MAJOR: Business Administration, Marketing, International Business or related fields, ...

3. QUALIFICATIONS

- 8 year's experience in the field of sales, marketing, market research and B2B business development
- 3 year's experience in equivalent positions in B2B manufacturing Industry is an advantage.

4. ACCUMULATION TO BE ACHIEVED

- Have knowledge of B2B Marketing, understand the typical marketing channels according to the international market.
- Understand the tools and methods of market data collection and investigation
- Have certificates related to business analysis (BA)



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5. LANGUAGE OF APPLICATION DOCUMENTS Bilingual English/Vietnamese

6. FOREIGN LANGUAGE SKILLS:

- Fluent in English communication 4 skills (Listening, speaking, reading, writing): TOEIC > 650/ IELTS > 5.0
- Or Fluent in Chinese communication: HSK 3 or higher (For the position of Business Specialist for the Chinese market)

IV. BENEFITS OF CANDIDATES WHEN JOINING ADC

1. INCOME:

ADC PLASTIC's COMMITMENT "With the contribution of each COLLEAGUE to the development of the organization, the income will always be commensurate with the performance and capacity"

2. CAREER DEVELOPMENT OPPORTUNITIES AND INCREASING VALUE CONTRIBUTION TO SOCIETY

ADC PLASTIC is proud to be an environment that always has opportunities for our COLLEAGUES to expand their scope of work, learning and career development opportunities with the best working conditions.

Ensure Development Opportunities are fair, transparent for all ADC PLASTIC Colleagues. We aim for the common goal "Same Career - Same Capacity - Same Orientation - Same Development

Ensure the welfare policies, treatment and honor the human value and social position