

JOB Description



Job Title: Product Management Team Member

Line Manager: Business Development Leader

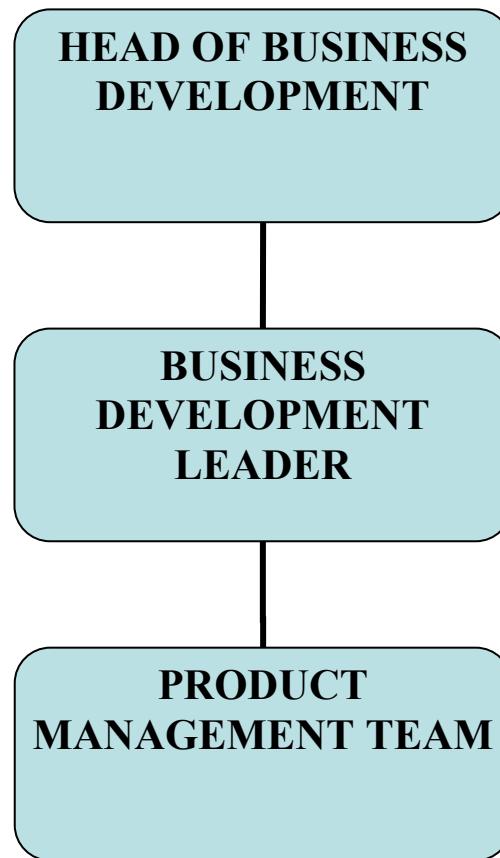
Department: System Sales department

Company: Vien Son Computer Technology Co. Ltd

I. PURPOSE OF POSITION (Summarize what the job does and why)

- As a Product Manager, you will collaborate with diverse teams to oversee all aspects of product life-cycle management and upkeep. Significant interaction with sales, warehouse, marketing, financial and import team as well as external partners is essential.
- To flourish in this position, you must be self-driven, dynamic, meticulous, organized, and possess an unwavering passion for technology and computing.
- Product line: laptop, display, accessories (keyboard, headset, mouse, gaming chair), printer

II. POSITION IN ORGANIZATION CHART



**Product Management team is included fresher, junior or senior level based on candidate skill and experience*

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III. JOB DESCRIPTION & CAREER PATH

1. Job Description

- Crafting product roadmaps through interaction with cross-functional teams, data analysis, competitor research and user insight.
- Balancing the strategic oversight of products throughout their life cycle, while attending to daily tactical business needs with a sense of haste and immediacy.
- Effectively monitor and regulate stock, predict and adjust inventory in accordance with corporate objectives, competitors and seasonal fluctuations. Foresee possible hazards and generate appropriate backup measures.
- Increasing profitability and market share through market analysis, portfolio development, tool development and sales planning.
- Using existing tools to monitor and analyze market, assuring existence of competitive intelligence within the region and giving feedback to relevant managers.
- Implementation of a product family strategy based on market requirements, applications and positioning as well as technology innovation assessment and exploiting market opportunities.
- Analyzing customer needs for the defined product family, securing customer advantages/benefits, defining gaps and driving sales plans.
- Contributing to product launches and product approvals including phasing in new products and phasing out of old existing ones.
- Participating in the demand side budgeting process and contributing to product related activities e.g. training, fairs, exhibitions, presentations, seminars, publications, etc.

Important Notes: *The above job description is not intended as, nor should it be construed as, exhaustive of all duties, responsibilities, skills, efforts, or working conditions associated with this job. The job description may change or be detailed at after time in accordance with business.*

2. Career Path

- Exploring the career path at Vien Son Computer can lead one from a Product Management Specialist to a Business Development Leader or Sales Leader at IT distribution company, or Product Manager position at IT Retailer or Product Marketing Manager at technology vendor, that will make it an excellent place to shape and develop your career.

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IV. QUALIFICATIONS, BENEFITS

1. Qualifications

- Able to think strategically and develop product strategies that align with business objectives and identify market opportunities and make data-driven decisions based on customer needs and trends (must have).
- Excellent in communication skills, both written and verbal, and be able to present complex information to non-technical audiences (must have).
- Able to analyze data and make recommendations based on key performance indicators (KPIs) and use data to identify product gaps and opportunities for improvement (must have).
- Strong knowledge of IT products, including their functionality, features, and limitations. You should also be familiar with the latest IT industry trends and technologies in Vietnam (preferred, but not mandatory).
- A Bachelor's degree in economic, business administration, technology, or a related field (preferred, but not mandatory).
- Fluency in Vietnamese and English (must have).

2. Benefits

- Bonus (quarterly + yearly): up to 6-12 month salary
- Individual health insurance (PVI Insurance)
- Annual health check
- Annual company trip
- Quarterly business trip around the country
- Lunch at working place
- Working devices are provided for maximum productivity: large monitors, high-performance laptops, mechanical keyboard, etc.;
- Understanding the entire operation of the business.
- Opportunity to make a significant impact on both the organization and the national level.

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V. OTHER INFORMATIONS

1. Working Location

- Vien Son HCM Office, 120-122 Huynh Tan Phat Street, Tan Thuan Tay Ward, District 7, Ho Chi Minh City

2. Working Time

- Monday to Friday: 08:00am to 17h30pm (lunch time 12h00-13h00)
- Saturday: remote working, 08:00am to 12:00