



PR/094859 | Sales Engineer

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1542422

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

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General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

JAC Client specializes in packaging machine

Job Responsibilities

- **Market Development in the Assigned Area**
- Search, gather information, research, analyze the market, competitors, meet potential customers, and new projects
- Conduct visits, meetings, and connect with customers to understand their needs and desires to provide suitable solutions and products to promote sales
- Participate in conferences, seminars, and events to promote the company's products
- Execute online promotional campaigns (emailing, writing articles, etc.)
- Search for new products and new suppliers of related industrial equipment
- **Sales**
- Advise and sell various food packaging machines according to the catalog and customer needs
- Achieve assigned sales targets
- Prepare quotations and proposals as per customer requirements
- Monitor orders, contracts, ensure timely delivery

- Participate in product and sales skills training courses
- Develop business plans for each week, month, quarter, year
- Report weekly to the department head

Customer Care

- Visit customers (meetings, phone calls, emails, gifts) and advise on new technical product features to update optimal product information to customers
- Collect customer feedback and report to the Sales Manager
- Handle customer complaints
- Receive equipment/maintenance/repair requests from customers and monitor the technical department's process to update customers
- Collaborate closely and work with other departments to care for and serve customers and complete assigned tasks

Work Reporting

- Collect information, research, analyze the market, competitors, customers; compile data, and prepare periodic sales reports as required by superiors and the Board of Directors
- Collaborate closely and work with other departments to care for and serve customers and complete assigned tasks

Perform other tasks assigned by superiors

- Develop business plans for each year, quarter, month, week
- In addition to the roles, responsibilities, and authorities mentioned above, the Board of Directors may assign additional roles, responsibilities, and authorities depending on conditions

Job Requirements

- Graduated from college/university in mechanical engineering, electronics, automation, business administration marketing, or related fields
- Minimum 5-10 years of experience in a similar position, or experience in industrial machinery maintenance and repair, and a desire to work in sales. Candidates with technical sales experience for foreign companies are an advantage
- Foreign language: able to communicate in English or Korean. Good understanding of technical documents in English, able to communicate (read emails, write emails, reports) with foreign experts and customers
- Good communication skills, dynamic and creative
- Ability to work independently, proactively arrange and manage work
- Ability to work under high intensity and pressure
- Personality: Honest, careful, responsible
- Extroverted, ambitious, eager to learn, cheerful, and sociable
- Possess a B2 driving license to drive for work purposes (plus point)
- Willing to travel to provinces
- Ability to read technical drawings is an advantage
- Proficient in MS Office (Word, Excel, PowerPoint)

Company Description