



JAC Recruitment

We are recruitment specialists around the globe

Vietnam



PR/094867 | Sales Engineer (Electronic Components)

Job Information

Recruiter[JAC Recruitment Vietnam Co., Ltd](#)**Job ID**

1542426

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

May 27th, 2025 10:38

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 OVERVIEW

A well-established trading and distribution company headquartered, serving the Asia-Pacific region. With decades of industry experience, the company specializes in the supply of electronic components and communication equipment to a wide range of clients.

JOB RESPONSIBILITIES

Technical Sales Support:

- Provide detailed technical guidance on product selection, compatibility, and system requirements
- Recommend alternative products through cross-part referencing
- Assist customers in meeting technical and budgetary needs

Sales & Business Development:

- Identify new business opportunities and expand market reach
- Develop and implement sales strategies to achieve revenue targets
- Build and maintain strong customer relationships
- Prepare quotations, negotiate pricing, and close sales

Customer Collaboration & Project Management:

- Support customers during product evaluation and approval processes
- Work closely with suppliers for spec-in and delivery requirements
- Address and follow up on quality or delivery issues (e.g., NC products)

Market Intelligence & Reporting:

- Monitor market trends and competitor activities
- Forecast sales and prepare performance reports (weekly, monthly, quarterly)

Internal Collaboration:

- Coordinate with engineering and product teams for spec compliance
- Work with sourcing to ensure pricing and inventory availability
- Share customer feedback with internal teams to improve offerings

JOB REQUIREMENTS

- Skills & Qualifications: Bachelor's degree in Electrical Engineering, Electronics, Mechatronics, or related field
- 1–2 years of experience in technical sales or component distribution
- Strong communication and technical presentation skills
- Ability to work independently and use CRM/sales tools efficiently
- Familiarity with semiconductors, sensors, and circuit components

BENEFITS

- Initially work-from-home (preferably based in Hanoi, near Haiphong)
- Occasionally at Ho Chi Minh City office
- Customer visits as requested (transportation reimbursed upon receipt) Working time: 8 hours/day, Monday to Friday.
- Salary: negotiable
- Additional health and accident insurance (for employee and dependents, where applicable).
- Full coverage under Vietnam Labor Law: social, health, and unemployment insurance.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACVN

Company Description