



PR/094884 | [Chinese / Taiwanese or Chinese speaker (Vietnamese)] Sales Manager

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1543483

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

June 17th, 2025 11:02

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

Our client (an Environmental Management & Engineering Company specialized in all aspects of Water Treatment, Wastewater Treatment and Water Recycling. Through our professional activities in water and environmental management, we have obtained the expertise in state - of - art technology in the said fields.) is looking for the [Chinese/Taiwanese or Chinese speaker (Vietnamese)] Sales Manager position.

Work Location: VSIPI, Thuan An, Binh Duong.

JOB RESPONSIBILITIES

- Sales Manager (Technical Sales/Selling Techniques) – understand the system well & introduce to customers; determine how products and services could be designed or modified to suit customers' needs; Understand the market trends & projects information

- Be responsible for marketing and sales of Company Technology, WTP/WWTP/Maintenance-service/chemical/spare-parts/equipments/components.
- Prepare forecast, strategic plan and implement it to achieve Company's target.
- Contact with customers for consultative: focus on the client's problem and show how it can be solved with product or service; describe the product and leaves the customer to decide how it would be useful, advise customers on how best to use the products or services provided.
- In addition to retaining current clients, attracting and securing new ones, help clients solve any problems that arise when the product is installed.
- Built mutually beneficial customer relationship, develop and maintain a customer database.
- Achieve and exceed area sales objectives and contribute to the Company's growth plans.
- Negotiate complex contract terms and conditions.
- Report on performance against targets, forecasting, competition, key market information's and any complains from customers.
- Update news, laws and regulations related to environment standard to improve business.
- Liaise with proposals, design, and operations departments to prioritize efforts, and improve customer service, consistent with overall organizational goals, strategies and account plan.

JOB REQUIREMENTS

- Educational qualifications: Relevant degree Chemical Engineering, Environment, Electrical, Mechanical, Industry knowledge
- Experience: minimum 03 years in process equipment
- Language Requirement: Chinese/Taiwanese or Chinese speaker (Vietnamese).
- Auto CAD is preferable.
- Specialize in technologically and scientifically products, including knowledge about components.
- Can use technical skills to explain the benefits of products to potential customers and demonstrate how our products are better than the products of competitors, enable to concentrate on the technical aspects of the job.
- Interest the client in purchasing products, negotiate a price, and complete the sale.
- Support in the setup of marketing strategies and in the planning of presentations.

BENEFITS

- Benefits: Salary Review, 13th month salary, Company performance Bonus, Travel Opportunity, Training & Development, Lunch Support, Transportation Support

#LI-JACVN

Company Description