



PR/095033 | 営業 / Sales

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1553810

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

October 28th, 2025 02:00

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

■ポジション名■営業/Sales

■職務内容■

This company is one of the largest manufacturers in the small and medium-sized robot segment in Japan. They provide high-precision single-axis and multi-axis robots, which are widely used in both automation solution integrators and high-tech manufacturing plants. The Japanese account executive will be responsible for:

1, Sales Development and Market Business:

- ・ To be responsible to achieve, maintain and increase the yearly revenue from Japanese customers (whole Viet Nam market).

- ・ Increasing number of Japanese customer who we have not approached effectively.

- Actively and continuously search for specific Japanese customers in the automation field: Japanese manufacturing plants, machine manufacturers, system integrators.

- Build good relationships and stay connected with customers in your area. Regularly take care of customers every day through visits, phone calls, text messages and emails.

- Working directly with customer to provide IAI's automation solution with: Robo Cylinder, Scara Robot, Table Top Robot.

2, Develop and maintain relationship with Japanese customers:

- Translate and clearly communicate technical or commercial requirements between stakeholders.

- Getting automation project information from customer's high management level.

- Helping to translate the demand, request between customers and other IAI sales staff.

- Direct or indirect communication with customer's Japanese person in charge to support other Vietnam Sales Staff.

- Search for automation projects that can use IAI robots to join with machine manufacturers.

3, Organize Seminars, Webinars (online), product trial programs with the company's demo sets so that customers can directly interact with the products that IAI is providing:

- Invite customers to join the seminar via email, calling, visiting, exhibition

- Directly holding the seminar, webinar or co-operate with Vietnamese sales to make sure provide the necessary technical information.

4, Report, do other job under Sales Manager assignment:

- Travel for domestic business trip.

- Reporting the actual revenue status monthly. Propose, provide the kaizen idea to improve the sale activities.

■求める経験・能力・資格等■

≪必須要件≫

- Have the basic knowledge (Motor, Ball Screw, Linear guide, Signal, Voltage & Current) is preferred

- Have experience at least 3 years as a Sales Executive or related positions.

- Ability to self-motivate, set specific goals and focus on achieving them

- Proficient in sales, communication and negotiation skills

- Proficient in work organization and time management skills

- Ability to sell products to each type of customer

- Proficient in relationship management skills

- Be ready to receiving feedback

- Willing to go on business trips to other cities domestically and foreign provinces (if any).

≪求める人物≫

- Language: Japanese & English

- Experience: at least 3 years

- Skills: IAI Sales Engineering – Japanese account executive

■オファー内容（勤務条件）■

Salary: (Gross)2,500USD/month

Working place: HN or HCM

Working time: 8:00 ~ 16:30 (Mon-Fri & 1 Sat per month) in HCM

8:30 ~ 17:30 (Mon-Fri & 1 Sat per month) in HN

【その他】

その他の福利厚生等は選考時にご確認ください

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Company Description