

# ベトナムの求人なら JAC Recruitment Vietnam

# PR/095050 | General Sales & Engineer

#### Job Information

#### Recruiter

JAC Recruitment Vietnam Co., Ltd

#### Job ID

1555422

## Industry

Other (Manufacturing)

### Job Type

Permanent Full-time

#### Location

Vietnam

#### Salary

Negotiable, based on experience

#### Refreshed

October 28th, 2025 11:01

### 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

### **COMPANY OVERVIEW**

The leading global manufacturer and supplier of bearing.

### JOB RESPONSIBILITIES

### I. Sales Activities

- Expand the sales and profitability through Key Account (Customers & Distributors) by developing and implementing company strategy for Key Account.
- Build the business plan for your Key Account aligned to company strategy to achieve sales and profitability targets.
- Promote the complete company's products & services at selected Key Account.
- Develop new customers through SNS, market information, and on-site visiting.

- Identify new and existing customer needs, provide solutions, and follow up on the customer's responses to get the
- Build up good and long-term relationships with customers, understanding their needs, machine mapping, maintenance cycle, and market trends.
- Research & report about sales, market trends, competitors' activities.
- · Negotiate sales contracts and projects in coordination with the Sales Support.

#### II. Engineering Activities

- Promote company products & technology by presentation.
- · Technical support & troubleshooting when necessary.
- Do training about products, bearing handling, bearing troubleshooting, and bearing installation to support customers, make good relationships & enhance the company brand.
- Conduct technical demonstrations and presentations to customers to showcase the value of the products or services
  offered
- Receive customers' quality claims & do an investigation with Manager's instruction. Negotiate with customers in need & report customers about investigation result.
- Fulfil all customers' requests about technical questions, technical survey. Technical support at the customer site.

#### JOB REQUIREMENTS

- Strong education background (preferably from a reputable University) with at least a Bachelor's Degree in related fields.
- Must be interested in Sales activities & strong negotiation skill will be an advantage.
- · Good communication skill.
- Good at English (writing and speaking).
- . Good work ethics and capacity to learn and adapt.
- Ability to creatively explain and present complex concepts in an easy way to understand.
- Multitasking skill: the ability to manage multiple responsibilities at once by focusing on one task while keeping track of others

### #LI-JACVN

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: https://www.jac-recruitment.vn/privacy-policy Terms and Conditions Link: https://www.jac-recruitment.vn/terms-of-use

### Company Description