



PR/095149 | Country Sales Representative

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1559144

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

October 7th, 2025 07:00

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

Company and Job Overview

- We're looking for seeking a dynamic and entrepreneurial Country Sales Representative to spearhead our client's entry into the Vietnamese market. This is a foundational role, responsible for building the business from the ground up, identifying high-potential markets, and driving sales across the country.

Job Responsibilities

- Market Development:
 - Conduct in-depth market research to identify high-potential sectors and clients in Vietnam. Develop go-to-market strategies tailored to local industry needs and trends.
 - Build and maintain a strong pipeline of opportunities across targeted applications.
- Sales & Business Development:
 - Drive sales of high-power semiconductor solutions including IGBTs, FRDs, and SiC MOSFETs.
- Promote the company's solutions for:
 - EV Charging Infrastructure (≥1200V systems)
 - Large Motors (used machinery, mining blowers, electric vehicles)
 - Home Appliances (air conditioners, freezers)
 - Solar Power Systems (inverter side, energy storage)

- Establish and nurture relationships with OEMs, system integrators, and industrial clients.
- Customer Engagement:
 - Act as the primary point of contact for customers in Vietnam.
 - Provide technical and commercial support throughout the sales cycle.
 - Collaborate with internal engineering and product teams to deliver tailored solutions.

Job Requirements

- 5+ years of experience in technical sales or business development in power electronics, semiconductors, or industrial applications.
- Strong understanding of high-voltage systems, semiconductor components, and energy infrastructure.
- Proven ability to work independently and build business from scratch.
- Excellent communication and relationship-building skills.
- Fluent in Vietnamese and English.

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Company Description