



PR/122720 | Sales Engineer

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1559414

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

September 23rd, 2025 11:24

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

Our client is a leading company in the field designing, manufacturing, and supplying pre-engineered steel building is looking for regional sales manager with requirement and responsibilities as below:

Requirements:

- Proven sales performance, and experience in business and sales in the infrastructure construction sector, with at least 3 years of experience. Candidates with experience in steel structures/pre-engineered steel buildings are a strong advantage.
- Proficient in English, Excellent communication, negotiation, persuasion, and sales-closing skills. Strong ability to influence others.
- Bachelor's degree or higher in one of the following fields: Construction, Mechanical Engineering, Construction Economics, other technical majors, International Trade, or Business Administration.
- Strong leadership and management skills.
- Capable of setting up a sales team and operations in Indonesia market.
- Decisive and sharp in handling work. High integrity, a strong sense of responsibility, and the courage to think, act, and

take accountability for work.

Responsibilities:

- Manage and lead sales activities in rep office in Indonesia.
- Ensure sales KPIs as assigned by the company.
- Develop international markets; conduct business and export sales of steel structures in Indonesia market.
- Develop and oversee the export sales team and manage sales operations in Indonesia.
- Materialize quotations/contracts based on drawings or customer's requirements and negotiate contracts.
- Coordinate with partners and internal departments when implementing projects.

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Company Description