



## PR/095530 | Sales Engineer / Manager - Hydraulic / Pneumatic Solutions

### Job Information

**Recruiter**

JAC Recruitment Vietnam Co., Ltd

**Job ID**

1574794

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Vietnam

**Salary**

Negotiable, based on experience

**Refreshed**

February 10th, 2026 08:01

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

#### Senior Sales - North Vietnam (hydraulic/pneumatic)

We are seeking an experienced **Sales Engineer/Manager** to lead and grow our business in Northern Vietnam. The ideal candidate has a strong background in industrial B2B sales, particularly in hydraulics, pneumatics, electromechanics, or related engineering solutions.

**Key Responsibilities**

- Drive business development and achieve regional sales targets.
- Lead, coach, and develop a team of Sales Engineers.
- Expand new customer accounts and strengthen existing ones.
- Develop business plans focused on key industrial sectors.
- Collaborate with Product and Technical teams to deliver solution-based selling.
- Support major projects and strategic negotiations.

- Monitor performance metrics, forecasting, and pipeline management.
- Report directly to the Managing Director.

#### **Requirements**

- Bachelor's degree in Mechanical, Mechatronics, Automation, or related engineering fields.
- Minimum 5 years of industrial B2B sales experience
- Strong knowledge of Northern Vietnam's industrial markets (manufacturing, OEMs, steel, cement, energy, MRO, system integrators).
- Proven leadership, coaching, and sales management skills.
- Excellent communication, negotiation, and customer relationship abilities.
- English proficiency for business communication.

#LI-JACVN

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#### Company Description