



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 24th, 2026 12:00

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