



PR/095668 | Technical Sales & Application Engineer

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1582528

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

France

Salary

Negotiable, based on experience

Refreshed

May 12th, 2026 15:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

Our client is Manufacturing company looking for the Technical Sales & Application Engineer position.

Work Location: Ho Chi Minh (Home Base)

JOB RESPONSIBILITIES**Sales & Business Development (South Vietnam)**

- Target Achievement: Meet sales targets for the Southern region by developing existing distributors and promoting Sames products in the Construction, Industrial, Metal Infrastructure, and Wood sectors.
- Value Selling: Implement a value-based selling approach to help customers achieve superior finishing quality and cost savings.

- **Pipeline Management:** Develop a robust sales pipeline and facilitate project management with regional peers in China or France.
- **Networking:** Establish and maintain high-level contacts within Building Materials, Transportation, Wood/Furniture manufacturers, and Powder & Liquid coatings manufacturers.
- **Industry Collaboration:** Build strong rapport with local & foreign manufacturers of coatings (powder & liquid), adhesives, and sealants.

Distributor Development & Management

- **Strategic Planning:** Define clear objectives for appointed distributors regarding specific product ranges and market segments.
- **Channel Growth:** Identify and onboard new distributors or integrators specifically for the South Vietnam market.
- **Enablement:** Provide technical support, product training, and sales coaching to distributor personnel.
- **Marketing & Promotion:** Proactively identify new opportunities and organize "Technology Days" with partners to drive group selling. Actively scout relevant industrial trade shows and exhibitions to gather market intelligence and transition Sales from attendee to featured exhibitor.
- **Performance Tracking:** Conduct periodic performance reviews and develop new spray coating applications to ensure sustainable growth.

JOB REQUIREMENTS

- **Education:** Bachelor's degree in engineering or science; Mechanical or Chemical Engineering is preferred.
- **Professional Experience:** 2 - 5 years of experience in Technical Sales and Support of related industrial fields. Such as automotive, transportation and aluminium building materials.

* Accept young dynamic candidates, or fresh graduates with technical background (can speak Chinese and/or English)
- **Technical Expertise:** Background in coatings (powder), adhesives, sealants, spray equipment, or the robotics industry is highly advantageous.
- **Channel Management:** Proven ability to manage, identify, and grow distribution channels.
- **Industry Connections:** Existing networking and relationships with paint and sealant manufacturers.
- **Language Skills:** Fluency in Vietnamese (written and verbal); proficiency in English preferred.
- **Tools:** Proficient in MS Office (Word, Excel, PowerPoint)..

BENEFITS

- Yearly Bonus and yearly sales incentive
- Private health insurance, business trip expenses claim, mobile charges and subsidy of home based office (broadband & utilities).
- Interview Round: 2 rounds online

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Company Description