



JAC Recruitment

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JAC Recruitment Vietnam

PR/096131 | Sales Engineer

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1607093

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

September 8th, 2026 11:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Sales Engineer (Japanese Trading Company)

Location: Ho Chi Minh City

Specialisation: Engineering & Manufacturing

Salary: VND 20,000,000 - 30,000,000 Gross/Month (Negotiable)

Responsibilities

Develop and maintain strong relationships with existing Japanese clients in Vietnam and identify new business opportunities

Visit customers regularly to understand their business needs, provide timely support, and strengthen long-term partnerships

Promote and sell industrial products and solutions, including industrial computers, printers, surface treatment equipment, and products related to the electrical and electronics industry

Coordinate with suppliers, customers, and internal teams to ensure smooth communication and project execution

Respond to customer inquiries, prepare quotations, negotiate commercial terms, and follow up on orders

Maintain accurate sales records and provide regular business updates to management

Travel to customer sites in Ho Chi Minh City, Binh Duong, and Dong Nai as required

Support customers in Northern Vietnam when necessary through occasional business trips

Communicate and collaborate with the Japanese Director regarding customer requirements and business matters

Requirements

Bachelor's degree in Business Administration, Engineering, Commerce, or a related field

More than 5 years of sales experience, preferably in industrial products, manufacturing, trading, or B2B business environments

Japanese language proficiency at JLPT N2 to N1 level or equivalent communication ability

Strong customer-facing, relationship-building, and negotiation skills

Sales-oriented mindset with a proven ability to maintain and develop client accounts

Technical expertise is not mandatory; however, candidates must be willing to learn industrial products and technical solutions

Experience working with Japanese companies or Japanese customers is highly preferred

Excellent communication and interpersonal skills

About the Company

A Japanese trading company that has been operating in Vietnam for approximately 10 years. The company maintains offices in Ho Chi Minh City and Hanoi and serves mainly Japanese manufacturing clients across Vietnam. Its business focuses on supplying industrial products and solutions, including industrial computers, printers, surface treatment equipment, and products for the electrical and electronics industries.

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Company Description