



PR/096236 | Technical Sales And Application Engineer

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1612813

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

France

Salary

Negotiable, based on experience

Refreshed

September 29th, 2026 08:00

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

The Distributor Development & Sales role is responsible for developing and managing distributor channels and driving sales growth across South Vietnam. The position oversees distributor performance, identifies and onboards new partners, and provides technical support, product training, and sales coaching to strengthen channel capabilities. The role also involves promoting the company's spraying solutions across Construction, Industrial, Metal Infrastructure, and Wood sectors, developing sales pipelines, managing customer projects, and building strong relationships with manufacturers, coating producers, and key industry stakeholders. The position further supports market expansion through technology events, trade shows, value-based selling, and close collaboration with regional teams in China and France.

RESPONSIBILITIES

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 the company from attendee to featured exhibitor.
- **Performance Tracking:** Conduct periodic performance reviews and develop new spray coating applications to ensure sustainable growth.

Sales & Business Development (South Vietnam)

- **Target Achievement:** Meet sales targets for the Southern region by developing
- existing distributors and promoting the company 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.

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.
- **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 is preferred, and Mandarin is an added advantage.
- **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)

ABOUT THE COMPANY

JAC's client is an Industrial Precision Spraying Solution brand under the Exel Industries Group, a French-headquartered global leader in spraying technology. With over 1,000 employees and a presence in 15 subsidiaries, the company provides high-efficiency solutions for bonding, protecting, and beautifying products across industries like Automotive, Industrial, Transportation, Wood, and Construction. Our mission is to provide the "Most Efficient Solutions" to reduce the total cost of ownership for our global customers.

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Company Description