



JAC Recruitment

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JAC Recruitment Vietnam

PR/096322 | Field Sales Engineer (Cutting Tools)

Job Information

Recruiter
[JAC Recruitment Vietnam Co., Ltd](#)
Job ID

1616933

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

October 13th, 2026 11:11

General Requirements

Minimum Experience Level

Over 6 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

Our client

A well-established European manufacturer of high-precision cutting tools, part of a global industrial engineering group. Its products and machining expertise serve manufacturers in the automotive, aerospace, general engineering and mold & die sectors worldwide.

Responsibilities

- Develop a portfolio of SME manufacturing accounts: deepen relationships with current customers while opening new ones
- Visit shop floors, understand machining challenges and recommend the right tooling solutions
- Handle technical questions, prepare quotations, negotiate pricing and lead times within agreed limits, and close orders
- Work with both end-users and channel partners/distributors
- Build and follow your own sales plans (yearly → weekly) to deliver revenue targets

- Share customer and competitor insights with the regional sales and product teams through CRM

Requirement

- Bachelor's degree in Mechanical/Manufacturing Engineering or a related technical field
- 5+ years of experience in either:
 - selling cutting tools / precision tooling, **or**
 - manufacturing/machining, with proven ability to sell both direct and through distributors
- Solid knowledge of turning, milling, drilling and threading applications
- Self-driven and comfortable working remotely, with frequent travel across the territory
- Valid driving license
- Good communication in English
#LI-JACVN

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description