

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 27th, 2026 07:00

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