

PR/096450 | [North of Vietnam] Technical Sales Specialist (Plastic Materials / Conductive Masterbatch)

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1623965

Industry
Chemical, Raw Materials

Job Type
Permanent Full-time

Location
United States

Salary
Negotiable, based on experience

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General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Key ResponsibilitiesMarket Development & Customer Acquisition

- Identify and approach potential customers in the plastic processing, packaging, and electronics industries.
- Conduct market research to identify new business opportunities and industry trends.
- Develop sales channels through customer visits, networking, industry exhibitions, and business associations.
- Build and maintain a strong sales pipeline.

Technical Sales & Customer Support

- Introduce conductive and antistatic masterbatch products to prospective customers.
- Understand customers' manufacturing processes, material specifications, and technical requirements.
- Recommend suitable material solutions based on customer applications.

- Provide technical explanations regarding ESD, conductive plastics, resistivity, and antistatic performance.

Customer Relationship Management
- Maintain strong relationships with existing customers.
- Conduct regular customer visits and follow-up activities.
- Coordinate customer inquiries and technical discussions with overseas factory teams.

Sample & Trial Management
- Arrange product samples for customer evaluation.
- Coordinate product testing and production trials.
- Follow up on trial results and support customers during qualification processes.

Sales Operations
- Prepare quotations and commercial proposals.
- Follow up on purchase orders, delivery schedules, payments, and after-sales support.
- Prepare sales reports, customer feedback reports, and market updates.

Target Customers
The role will primarily focus on developing business with:
- Plastic sheet manufacturers
- PP corrugated sheet manufacturers
- PS sheet manufacturers
- PE film manufacturers
- Industrial packaging companies
- Injection molding companies
- Conductive plastic product manufacturers
- ESD packaging manufacturers
- Electronics packaging suppliers
- Semiconductor packaging suppliers

RequirementsEducation
- Bachelor's degree in Polymer Engineering, Chemical Engineering, Materials Science, Plastics Technology, or related fields.

Experience
- Minimum 3 years of B2B sales experience within one or more of the following industries:
    - Engineering Plastics
    - Polymer Compounds
    - Plastic Additives
    - Masterbatch
    - Specialty Chemicals
    - Plastic Raw Materials

Technical Knowledge
- Understanding of plastic processing technologies including injection molding, extrusion, thermoforming, and film production.
- Knowledge of conductive materials, ESD applications, antistatic solutions, or polymer compounds is highly preferred.
- Ability to communicate technical information to production, engineering, and purchasing teams.

Language
- Native Vietnamese.

- Business-level English required.
- Chinese, Korean, or Japanese language skills are a plus.

Other Requirements

- Strong customer development and negotiation skills.
- Self-motivated and capable of working independently.
- Willingness to travel regularly throughout Northern Vietnam

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Company Description