



PR/094867 | Sales Engineer (Electronic Components)

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1542426

業種

その他（メーカー）

雇用形態

正社員

勤務地

ベトナム

給与

経験考慮の上、応相談

更新日

2025年06月10日 02:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

COMPANY OVERVIEW

A well-established trading and distribution company headquartered, serving the Asia-Pacific region. With decades of industry experience, the company specializes in the supply of electronic components and communication equipment to a wide range of clients.

JOB RESPONSIBILITIES

Technical Sales Support:

- Provide detailed technical guidance on product selection, compatibility, and system requirements
- Recommend alternative products through cross-part referencing
- Assist customers in meeting technical and budgetary needs

Sales & Business Development:

- Identify new business opportunities and expand market reach
- Develop and implement sales strategies to achieve revenue targets
- Build and maintain strong customer relationships
- Prepare quotations, negotiate pricing, and close sales

Customer Collaboration & Project Management:

- Support customers during product evaluation and approval processes
- Work closely with suppliers for spec-in and delivery requirements
- Address and follow up on quality or delivery issues (e.g., NC products)

Market Intelligence & Reporting:

- Monitor market trends and competitor activities
- Forecast sales and prepare performance reports (weekly, monthly, quarterly)

Internal Collaboration:

- Coordinate with engineering and product teams for spec compliance
- Work with sourcing to ensure pricing and inventory availability
- Share customer feedback with internal teams to improve offerings

JOB REQUIREMENTS

- Skills & Qualifications: Bachelor's degree in Electrical Engineering, Electronics, Mechatronics, or related field
- 1–2 years of experience in technical sales or component distribution
- Strong communication and technical presentation skills
- Ability to work independently and use CRM/sales tools efficiently
- Familiarity with semiconductors, sensors, and circuit components

BENEFITS

- Initially work-from-home (preferably based in Hanoi, near Haiphong)
- Occasionally at Ho Chi Minh City office
- Customer visits as requested (transportation reimbursed upon receipt) Working time: 8 hours/day, Monday to Friday.
- Salary: negotiable
- Additional health and accident insurance (for employee and dependents, where applicable).
- Full coverage under Vietnam Labor Law: social, health, and unemployment insurance.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACVN

会社説明