



PR/094859 | Sales Engineer

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1549518

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07月08日 17:15

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 and Job Overview

JAC Client specializes in packaging machine

Job Responsibilities

- **Market Development in the Assigned Area**
- Search, gather information, research, analyze the market, competitors, meet potential customers, and new projects
- Conduct visits, meetings, and connect with customers to understand their needs and desires to provide suitable solutions and products to promote sales
- Participate in conferences, seminars, and events to promote the company's products
- Execute online promotional campaigns (emailing, writing articles, etc.)
- Search for new products and new suppliers of related industrial equipment
- **Sales**
- Advise and sell various food packaging machines according to the catalog and customer needs
- Achieve assigned sales targets
- Prepare quotations and proposals as per customer requirements
- Monitor orders, contracts, ensure timely delivery

- Participate in product and sales skills training courses
- Develop business plans for each week, month, quarter, year
- Report weekly to the department head

Customer Care

- Visit customers (meetings, phone calls, emails, gifts) and advise on new technical product features to update optimal product information to customers
- Collect customer feedback and report to the Sales Manager
- Handle customer complaints
- Receive equipment/maintenance/repair requests from customers and monitor the technical department's process to update customers
- Collaborate closely and work with other departments to care for and serve customers and complete assigned tasks

Work Reporting

- Collect information, research, analyze the market, competitors, customers; compile data, and prepare periodic sales reports as required by superiors and the Board of Directors
- Collaborate closely and work with other departments to care for and serve customers and complete assigned tasks

Perform other tasks assigned by superiors

- Develop business plans for each year, quarter, month, week
- In addition to the roles, responsibilities, and authorities mentioned above, the Board of Directors may assign additional roles, responsibilities, and authorities depending on conditions

Job Requirements

- Graduated from college/university in mechanical engineering, electronics, automation, business administration marketing, or related fields
- Minimum 5-10 years of experience in a similar position, or experience in industrial machinery maintenance and repair, and a desire to work in sales. Candidates with technical sales experience for foreign companies are an advantage
- Foreign language: able to communicate in English or Korean. Good understanding of technical documents in English, able to communicate (read emails, write emails, reports) with foreign experts and customers
- Good communication skills, dynamic and creative
- Ability to work independently, proactively arrange and manage work
- Ability to work under high intensity and pressure
- Personality: Honest, careful, responsible
- Extroverted, ambitious, eager to learn, cheerful, and sociable
- Possess a B2 driving license to drive for work purposes (plus point)
- Willing to travel to provinces
- Ability to read technical drawings is an advantage
- Proficient in MS Office (Word, Excel, PowerPoint)

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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会社説明