



PR/095050 | General Sales & Engineer

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1555422

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08月19日 10:23

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

The leading global manufacturer and supplier of bearing.

JOB RESPONSIBILITIES

I. Sales Activities

- Expand the sales and profitability through Key Account (Customers & Distributors) by developing and implementing company strategy for Key Account.
- Build the business plan for your Key Account aligned to company strategy to achieve sales and profitability targets.
- Promote the complete company's products & services at selected Key Account.

- Develop new customers through SNS, market information, and on-site visiting.
- Identify new and existing customer needs, provide solutions, and follow up on the customer's responses to get the PO.
- Build up good and long-term relationships with customers, understanding their needs, machine mapping, maintenance cycle, and market trends.
- Research & report about sales, market trends, competitors' activities.
- Negotiate sales contracts and projects in coordination with the Sales Support.

II. Engineering Activities

- Promote company products & technology by presentation.
- Technical support & troubleshooting when necessary.
- Do training about products, bearing handling, bearing troubleshooting, and bearing installation to support customers, make good relationships & enhance the company brand.
- Conduct technical demonstrations and presentations to customers to showcase the value of the products or services offered.
- Receive customers' quality claims & do an investigation with Manager's instruction. Negotiate with customers in need & report customers about investigation result.
- Fulfil all customers' requests about technical questions, technical survey. Technical support at the customer site.

JOB REQUIREMENTS

- Strong education background (preferably from a reputable University) with at least a Bachelor's Degree in related fields.
- Must be interested in Sales activities & strong negotiation skill will be an advantage.
- Good communication skill.
- Good at English (writing and speaking).
- Good work ethics and capacity to learn and adapt.
- Ability to creatively explain and present complex concepts in an easy way to understand.
- Multitasking skill: the ability to manage multiple responsibilities at once by focusing on one task while keeping track of others.

#LI-JACVN

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会社説明