



PR/095149 | Country Sales Representative

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1559144

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10月21日 16:00

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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

- We're looking for seeking a dynamic and entrepreneurial Country Sales Representative to spearhead our client's entry into the Vietnamese market. This is a foundational role, responsible for building the business from the ground up, identifying high-potential markets, and driving sales across the country.

Job Responsibilities

- Market Development:
 - Conduct in-depth market research to identify high-potential sectors and clients in Vietnam. Develop go-to-market strategies tailored to local industry needs and trends.
 - Build and maintain a strong pipeline of opportunities across targeted applications.
- Sales & Business Development:
 - Drive sales of high-power semiconductor solutions including IGBTs, FRDs, and SiC MOSFETs.
- Promote the company's solutions for:
 - EV Charging Infrastructure ($\geq 1200V$ systems)
 - Large Motors (used machinery, mining blowers, electric vehicles)
 - Home Appliances (air conditioners, freezers)
 - Solar Power Systems (inverter side, energy storage)

- Establish and nurture relationships with OEMs, system integrators, and industrial clients.
- Customer Engagement:
 - Act as the primary point of contact for customers in Vietnam.
 - Provide technical and commercial support throughout the sales cycle.
 - Collaborate with internal engineering and product teams to deliver tailored solutions.

Job Requirements

- 5+ years of experience in technical sales or business development in power electronics, semiconductors, or industrial applications.
- Strong understanding of high-voltage systems, semiconductor components, and energy infrastructure.
- Proven ability to work independently and build business from scratch.
- Excellent communication and relationship-building skills.
- Fluent in Vietnamese and English.

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