



PR/095530 | Sales Engineer / Manager - Hydraulic / Pneumatic Solutions

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1574794

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

2026年03月10日 06:00

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

流暢

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

Senior Sales - North Vietnam (hydraulic/pneumatic)

We are seeking an experienced **Sales Engineer/Manager** to lead and grow our business in Northern Vietnam. The ideal candidate has a strong background in industrial B2B sales, particularly in hydraulics, pneumatics, electromechanics, or related engineering solutions.

Key Responsibilities

- Drive business development and achieve regional sales targets.
- Lead, coach, and develop a team of Sales Engineers.
- Expand new customer accounts and strengthen existing ones.
- Develop business plans focused on key industrial sectors.
- Collaborate with Product and Technical teams to deliver solution-based selling.
- Support major projects and strategic negotiations.

- Monitor performance metrics, forecasting, and pipeline management.
- Report directly to the Managing Director.

Requirements

- Bachelor's degree in Mechanical, Mechatronics, Automation, or related engineering fields.
- Minimum 5 years of industrial B2B sales experience
- Strong knowledge of Northern Vietnam's industrial markets (manufacturing, OEMs, steel, cement, energy, MRO, system integrators).
- Proven leadership, coaching, and sales management skills.
- Excellent communication, negotiation, and customer relationship abilities.
- English proficiency for business communication.

#LI-JACVN

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