



PR/096131 | Sales Engineer

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1607093

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08月25日 06:00

応募必要条件

職務経験

6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

流暢

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

Sales Engineer (Japanese Trading Company)

Location: Ho Chi Minh City

Specialisation: Engineering & Manufacturing

Salary: VND 20,000,000 - 30,000,000 Gross/Month (Negotiable)

Responsibilities

Develop and maintain strong relationships with existing Japanese clients in Vietnam and identify new business opportunities

Visit customers regularly to understand their business needs, provide timely support, and strengthen long-term partnerships

Promote and sell industrial products and solutions, including industrial computers, printers, surface treatment equipment, and products related to the electrical and electronics industry

Coordinate with suppliers, customers, and internal teams to ensure smooth communication and project execution

Respond to customer inquiries, prepare quotations, negotiate commercial terms, and follow up on orders

Maintain accurate sales records and provide regular business updates to management

Travel to customer sites in Ho Chi Minh City, Binh Duong, and Dong Nai as required

Support customers in Northern Vietnam when necessary through occasional business trips

Communicate and collaborate with the Japanese Director regarding customer requirements and business matters

Requirements

Bachelor's degree in Business Administration, Engineering, Commerce, or a related field

More than 5 years of sales experience, preferably in industrial products, manufacturing, trading, or B2B business environments

Japanese language proficiency at JLPT N2 to N1 level or equivalent communication ability

Strong customer-facing, relationship-building, and negotiation skills

Sales-oriented mindset with a proven ability to maintain and develop client accounts

Technical expertise is not mandatory; however, candidates must be willing to learn industrial products and technical solutions

Experience working with Japanese companies or Japanese customers is highly preferred

Excellent communication and interpersonal skills

About the Company

A Japanese trading company that has been operating in Vietnam for approximately 10 years. The company maintains offices in Ho Chi Minh City and Hanoi and serves mainly Japanese manufacturing clients across Vietnam. Its business focuses on supplying industrial products and solutions, including industrial computers, printers, surface treatment equipment, and products for the electrical and electronics industries.

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会社説明