

PR/096236 | Technical Sales And Application Engineer

募集職種

人材紹介会社
JAC Recruitment Vietnam Co., Ltd

求人ID
1612813

業種
その他（メーカー）

雇用形態
正社員

勤務地
フランス

給与
経験考慮の上、応相談

更新日
2026年11月10日 16:00

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
流暢レベル

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

The Distributor Development & Sales role is responsible for developing and managing distributor channels and driving sales growth across South Vietnam. The position oversees distributor performance, identifies and onboards new partners, and provides technical support, product training, and sales coaching to strengthen channel capabilities. The role also involves promoting the company's spraying solutions across Construction, Industrial, Metal Infrastructure, and Wood sectors, developing sales pipelines, managing customer projects, and building strong relationships with manufacturers, coating producers, and key industry stakeholders. The position further supports market expansion through technology events, trade shows, value-based selling, and close collaboration with regional teams in China and France.

RESPONSIBILITIES

Distributor Development & Management

- Strategic Planning: Define clear objectives for appointed distributors regarding specific product ranges and market segments.
- Channel Growth: Identify and onboard new distributors or integrators specifically for the South Vietnam market.

- Enablement: Provide technical support, product training, and sales coaching to distributor personnel.
- Marketing & Promotion: Proactively identify new opportunities and organize "Technology Days" with partners to drive group selling. Actively scout relevant industrial trade shows and exhibitions to gather market intelligence and transition the company from attendee to featured exhibitor.
- Performance Tracking: Conduct periodic performance reviews and develop new spray coating applications to ensure sustainable growth.

Sales & Business Development (South Vietnam)

- Target Achievement: Meet sales targets for the Southern region by developing
- existing distributors and promoting the company products in the Construction, Industrial, Metal Infrastructure, and Wood sectors.
- Value Selling: Implement a value-based selling approach to help customers achieve superior finishing quality and cost savings.
- Pipeline Management: Develop a robust sales pipeline and facilitate project management with regional peers in China or France.
- Networking: Establish and maintain high-level contacts within Building Materials, Transportation, Wood/Furniture manufacturers, and Powder & Liquid coatings manufacturers.
- Industry Collaboration: Build strong rapport with local & foreign manufacturers of coatings (powder & liquid), adhesives, and sealants.

REQUIREMENTS

- Education: Bachelor’s degree in engineering or science; Mechanical or Chemical Engineering is preferred.
- Professional Experience: 2 - 5 years of experience in Technical Sales and Support of related industrial fields. Such as automotive, transportation and aluminium building materials.
- Technical Expertise: Background in coatings (powder), adhesives, sealants, spray equipment, or the robotics industry is highly advantageous.
- Channel Management: Proven ability to manage, identify, and grow distribution channels.
- Industry Connections: Existing networking and relationships with paint and sealant manufacturers.
- Language Skills: Fluency in Vietnamese (written and verbal); proficiency in English is preferred, and Mandarin is an added advantage.
- Tools: Proficient in MS Office (Word, Excel, PowerPoint)

BENEFITS

- Yearly Bonus and yearly sales incentive
- Private health insurance, business trip expenses claim, mobile charges and subsidy of home based office (broadband & utilities)

ABOUT THE COMPANY

JAC’s client is an Industrial Precision Spraying Solution brand under the Exel Industries Group, a French-headquartered global leader in spraying technology. With over 1,000 employees and a presence in 15 subsidiaries, the company provides high-efficiency solutions for bonding, protecting, and beautifying products across industries like Automotive, Industrial, Transportation, Wood, and Construction. Our mission is to provide the "Most Efficient Solutions" to reduce the total cost of ownership for our global customers.

#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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Terms and Conditions Link: https://www.jac-recruitment.vn/terms-of-use

会社説明