

PR/096322 | Field Sales Engineer (Cutting Tools)

募集職種

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

求人ID
1616933

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10月27日 07:00

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
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

Our client
A well-established European manufacturer of high-precision cutting tools, part of a global industrial engineering group. Its products and machining expertise serve manufacturers in the automotive, aerospace, general engineering and mold & die sectors worldwide.

Responsibilities

- Develop a portfolio of SME manufacturing accounts: deepen relationships with current customers while opening new ones
- Visit shop floors, understand machining challenges and recommend the right tooling solutions
- Handle technical questions, prepare quotations, negotiate pricing and lead times within agreed limits, and close orders
- Work with both end-users and channel partners/distributors
- Build and follow your own sales plans (yearly → weekly) to deliver revenue targets

- Share customer and competitor insights with the regional sales and product teams through CRM

Requirement

- Bachelor’s degree in Mechanical/Manufacturing Engineering or a related technical field
- 5+ years of experience in either:
    - selling cutting tools / precision tooling, **or**
    - manufacturing/machining, with proven ability to sell both direct and through distributors
- Solid knowledge of turning, milling, drilling and threading applications
- Self-driven and comfortable working remotely, with frequent travel across the territory
- Valid driving license
- Good communication in English
  #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