



JAC Recruitment

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Vietnam



Sales Engineer (PR/093708)

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1486883

Industry

Machinery

Company Type

International Company

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

July 19th, 2024 16:43

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

Our client is a company specializing in screen filters, well pipes, water treatment systems, chemicals, and water industry supplies production.

JOB RESPONSIBILITIES
Sales Activities:

- Responsible for providing ongoing support to high value customers
- Develop new customers
- Make presentation slide & visit customers regularly to maintain good relationship, update projects information, competitors information, customers' feedback about NTN products & service
- Identify & receive new project information, make quotation, follow up customer feedback about quotations, competitors' information to win project. After winning project, communicate with customers & factory side to ensure delivery to customers

- Monitor PO & delivery schedule from customer to avoid line down problem
- Monitor PO & Forecast from customers to analyze fluctuation trend
- Negotiate with customers in case there is anything happen
- Develop new customers to expand sales
- Research & report about sales market trend, competitors' activities...
- Other tasks from company
- Survey market information
- Visit planning
- Collaborating with related department to understand customer requirements and provide sales support

Engineering Activities:

- Promote NTN products & technology by presentation
- Technical support & trouble shooting when necessary
- Do training about NTN products, bearing handling, bearing trouble shooting, bearing installation... to support customers, make good relationship & enhance NTN image
- Receive customers' quality claim & do investigation with Manager's instruction. Negotiate with customers in need & report customers about investigation result
- Fulfill all customers' request about technical questions, technical survey, Report
- Other tasks from company
- Technical support at customer site

Required Skills

JOB REQUIREMENTS

- Strong education background (preferably from a reputable University) with at least a Bachelor's Degree in related fields
- Reference University Expectation:
- Must be interested in Sales activities & strong negotiation skill will be an advantage
- Good communication skill
- Good at English (writing and speaking)
- Good work ethics and capacity to learn and adapt
- Ability to doing HO/REN/SO (ホウレンソウ) activity to Manager
- Experience in Industrial Field (Mechanical/Automation) is preferred
- Ability to Think & Action
- Willing to Challenge
- Flexible thinking
- High responsibility
- Ability to creatively explain and present complex concepts in an easy way to understand

JOB BENEFITS

- Attractive Salary, Bonus & Incentive
 - Insurance as Vietnam's labor law
 - Work in a dynamic and friendly environment
 - Opportunity to learn and improve communication skill, negotiation skill & technical skills by international standard
 - Opportunity of promotion
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Company Description