



JAC Recruitment

We are recruitment specialists around the globe

Vietnam



## Sales Engineer (PR/093708)

**Promote NTN products & technology**

### Job Information

#### Recruiter

JAC Recruitment Vietnam Co., Ltd

#### Job ID

1487016

#### Industry

Machinery

#### Company Type

International Company

#### Job Type

Permanent Full-time

#### Location

Vietnam

#### Salary

Negotiable, based on experience

#### Refreshed

August 20th, 2024 07:00

### 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

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#### 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