



PR/094499 | Sales Engineer - Industrial Commodity

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1518158

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

January 28th, 2025 11:13

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

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

Our client's primary business involves the domestic and international trade of chemicals (primarily synthetic rubber), logistics materials, and various equipment. The company is incorporated in Asia, with operational bases in the United States, China, Thailand, and Mexico.

We are seeking a dynamic Sales Engineer to bolster the company's business in the region.

Job Responsibilities

- Engage in the sales of logistics equipment as a sales engineer.
- Handle technical sales of logistics materials by understanding customer needs, designing suitable logistics solutions, and presenting proposals.
- Collaborate with domestic contractors

- Act as a consultant to contractors during the prototype and mass production stages, ensuring product quality.
- Conduct quality control at outsourced manufacturing sites, requiring several visits per month.
- Cultivate new customers in various industries (automotive, food, distribution, chemicals) both domestically and internationally.
- Maintain relationships with existing customers through frequent phone calls and emails, especially with overseas clients.
- Create technical drawings using CAD software.
- Expect frequent domestic and international business trips.

Job Requirements

- Proficiency in creating and interpreting CAD drawings.
- Business-level English proficiency (internal communication will be conducted in English).
- At least 2 years of experience working in both Japanese and international companies.
- Competence in using MS Office (Outlook, Word, Excel, PowerPoint).
- Strong communication skills.
- Ability to think logically.
- General knowledge of trade practices (due to significant import and export activities, training will be provided post-hire).
- Experience in sales within the chemical and automotive industries.

Company Description