



PR/094603 | Commercial Projects Sales

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1524413

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

March 4th, 2025 11:50

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

A foreign company specializing in Lighting solutions is looking for Commercial Projects Sales to join their dynamic team in Ho Chi Minh city.

Job Responsibilities

- Build and maintain strong relationships with a diverse range of clients, including architects, project investors, real estate investors, project managers, and contractors.
- Expand the network by participating in events, associations, and industry forums.
- Collaborate with the engineering team to provide lighting consultations and introduce new company products.
- Manage projects from budget planning, quotations and price/timeline negotiations to ensure customer expectations and company goals are met.
- Work with relevant departments and support teams to ensure project success.
- Quickly and professionally resolve issues to ensure customer satisfaction.

Job Requirements

- Having experience from 3 years to 5 years in sales and supplying materials for commercial projects. Experience in the lighting industry is a significant advantage.
- Problem-solving skills and the ability to turn challenges into opportunities.

- Ability to absorb information, manage projects efficiently, and handle multiple projects simultaneously.
- Excellent verbal and written communication skills, persuasive abilities, and the capability to inspire listeners.
- Proficiency in Microsoft Office and CRM tools
- Fluent communication in English skills (IELTS 6.0+ / TOEIC 750+).

Benefit:

- Commission based on target achievement
- Premium health insurance + Wellness programs.
- Profit sharing.
- Team building, summer trips, and opportunities for training at the headquarters in Australia.
- Personal development and professional training courses.

Interested applicants, click [APPLY NOW](#).

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Company Description