



JOB DESCRIPTION

Position: Industrial Sales Engineer

Location: Ho Chi Minh City or Hanoi

AVK Vietnam is seeking a professional Technical Industrial Sales Engineer to focus on growing the industrial segment business by securing new applications with existing industrial customers, gaining opportunities to win market share with new customers and identifying new product ideas for development. Technical sales background (valves, fittings, etc.) are required. The successor would have a background in industrial distribution and are the kind of person who can talk with everyone from upper level executives to the maintenance man on lower level.

Requirements:

As an Independent Sales Representative, He/she must be highly self-driven with an exceptional work ethic and a strong drive to succeed. It is also important that He/she have excellent verbal and written communication and interpersonal skills, as well as a commitment to superior customer service.

Three to five years of successful technical sales or industrial sales in such as Oil & Gas, Power, Chemicals, Pulp & Paper, Steel, Mining... with a proven track record and success in developing new business, building repeat business, and managing a sales territory.

This candidate must enjoy working independently with remote supervision and must be self-motivated. This position requires strong presentation and communication skills and a solid customer service attitude.

Willing to travel within the territory

Key Accountabilities:

- Drive new business efforts
- Provide customers with proper guidance and understanding toward solutions.
- Perform product demonstrations and sales/technical presentations.
- Engage with customers, using his/her technical experience
- High Energy, confident, and assertive with a strong work ethic.
- Apply creativity to solve problems
- Recommend changes in products, services, and policy by evaluating results and competitive developments
- Seek out new product lines for distribution
- Develop distribution network for industrial segment

Required Skills:

- Successful track record in technical or industrial sales
- Mechanical/technical aptitude, strong desire to succeed, understands the sense of urgency
- Good communication skills, both written & verbal
- Superior deal-closing skills
- Computer skills and knowledge, including Excel, MS products
- University's degree