

JOB DESCRIPTION of Sales Engineer

Title : Sales Engineer

Department : Sales

Locations : Hanoi, Ho Chi Minh City (including Phu My Ward)

Employment : Full-time

Compensation: Competitive, negotiable (up to 30 million VND/month)

Your Role:

As a Sales Engineer, you'll be the bridge between technical solutions and customer needs. You'll identify new business opportunities, provide expert consultation, and drive revenue growth across your assigned region and industry.

What you will do:

1. Identify and develop new customer relationships in your assigned territory
2. Maintain and grow existing accounts using our CRM system
3. Manage the full sales cycle: quoting, negotiating, contracting, and post-sale follow-up
4. Prepare bidding documents, conduct site surveys, and propose technical solutions
5. Ensure CRM data is accurate and up-to-date.
6. Support customers with warranty issues and technical concerns
7. Achieve monthly, quarterly, and annual sales targets
8. Report regularly to your team leader on sales performance
9. Collaborate on other tasks as assigned by your department head

What we are looking for:

1. Male/Female, aged 22–30
2. College or university degree
3. 1–3 years of experience in industrial automation or related B2B sales
4. Willingness to travel frequently and for extended periods
5. Strong teamwork, curiosity, and a growth mindset
6. English or Chinese proficiency and a driver's license are strong advantages
7. Energetic, honest, quick-thinking, and solution-oriented

Why Choose HELUKABEL Vietnam for Your Career?

- Insurance with full Salary



- Accident insurance & Healthcare
- Quarterly performance bonuses and year-end rewards
- Annual salary review
- Annual leave and a five-day work week
- Business trip allowance
- Working with a young, motivated team
- Professional working environment with career development opportunities
- Access to domestic and international training programs

How to apply?

Interested candidates should submit their resume via email to:

nhi.ngohoangyen@helukabel.com.vn

For any other questions, please contact us at:

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