

JOB DESCRIPTION of Sales Engineer

Title : Sales Engineer (Industry)

Department : Sales

Job Description:

We are seeking a talented and motivated Sales Engineer to join our dynamic sales team. The Sales Engineer will be responsible for promoting and selling our technical products or services to clients, providing technical expertise to the sales process, and ensuring customer satisfaction.

Key Responsibilities:

- 1. Driving Sales:** Actively contribute to the sales process by providing technical expertise and support to the sales team with the aim of achieving revenue targets.
- 2. Technical Sales Support:** Provide pre- and post-sales technical support to customers, addressing inquiries and providing solutions that align with their needs and business objectives.
- 3. Customer Relationship Management:** Build and maintain strong relationships with clients, understanding their technical requirements, and effectively presenting suitable solutions.
- 4. Technical Presentations and Demonstrations:** Conduct compelling technical demonstrations and presentations to potential clients to showcase the value of the products or services offered.
- 5. Collaboration and Strategy:** Collaborate closely with internal teams to develop effective sales strategies, proposals, and product demonstrations that align with customer requirements and contribute to the overall growth of the business.
- 6. Product Knowledge and Industry Awareness:** Stay updated on industry trends, market developments, and competitor activities, ensuring a deep understanding of the company's offerings and their positioning.
- 7. Report on sales activities and customer feedback** ensures transparency, accountability, and informed business strategies.
- 8. Other tasks as assigned.**

Skills and Qualifications:

1. **Technical Aptitude:** Strong technical background and the ability to understand and communicate complex technical concepts to both technical and non-technical stakeholders.
2. **Sales Acumen:** Excellent sales skills including negotiation, relationship building, and the ability to clearly articulate the value of technical solutions to potential clients.
3. **Communication Skills:** Exceptional communication and presentation skills to effectively convey technical information and build rapport with customers.
4. **Customer Service Orientation:** A customer-centric approach with the ability to understand and address customer technical needs and concerns.
5. **Team Collaboration:** Ability to collaborate effectively with the sales team, as well as with internal technical teams, to deliver comprehensive solutions to customers.
6. **Problem-Solving Skills:** Strong problem-solving abilities to address technical challenges and provide suitable solutions to customers.
7. **Adaptability:** Flexibility to adapt to changing market conditions, customer requirements, and new products or technologies. Requirements working on CRM systems, and other tools to track sales activities, manage leads, and generate reports.

Benefits:

- Insurance with full Salary
- Accident insurance & Healthcare
- Training scheme
- Incentive/ Bonus
- Salary review
- Annual leave and 5 days work a week
- Business trip allowance
- Working with young motivate team

How to apply?

Interested candidates should submit their resume and a cover letter highlighting your relevant experience and achievements in Sales Engineer to email. nhi.ngohoangyen@helukabel.com.vn

HELUKABEL® Vietnam

905, Nguyen Kiem Street, Ward 3, Go Vap District, Ho Chi Minh City 700000, Vietnam

Tel. +84 28 77755578 | info@helukabel.com.vn | www.helukabel.com.vn

