

## TALENT ACQUISITION

East Sea Energy Environment was set up on the passion of founders to associate create a better everyday condition for society. We focus on energy optimization and environmental control. Our aim is to utilize newest technologies from international partners, combine with internal resource and excellent customer experience, to offer optimal solutions to our clients.

We, East Sea Energy Environment is looking for the following position:

**SALES MANAGER** (Quantity: 01)

**Location:** 77 Nguyen Quy Duc, An Phu Ward, District 2, HCMC, Viet Nam.

### Responsibilities:

- Develop sales strategy for **Industrial Software** business, and ensure achievement of sales target and profit.
- Implements sales programs by developing field sales action plans.
- Interact closely with vendor to understand new technologies / products and effective implementation of customer applications.
- Manage requests for quotations, conduct sales meetings, perform technical and sales presentations and tracking all bids and close orders.
- Responsible for Sales & BD of solutions within the Industrial Software team.
- Build long term relationships with key customers at all levels, explore new business opportunities.
- Develop sales staff by recruiting, selecting, orienting, and training employees following the growth of business unit.

**Background:** Bachelor's Degree in Software and/or Automation.

### Experience:

- Minimum 3-5 years' experience in sales with 3 years in managerial position.
- Experience in Industrial Software and/or Factory Automation is plus.

### Knowledge and Skill:

- Written and verbal communication skills to write proposals, give presentations, and lead sales calls with channel partners.
- Strong commercial awareness and strategic thinker
- Strong knowledge on contract terms and risk management
- Excellent communication skills and strong negotiator
- Strong leadership skills
- Willing to travel frequently
- Good in English

### Benefits:

- Variable bonus depend on performance, annual salary review
- Annual healthcare plan; VBI insurance package beside compulsory insurance
- Annual teambuilding event
- Training & Development program
- Work-life integration; Employee experience

**Apply:** CV via email [hr@esec.vn](mailto:hr@esec.vn)