

## 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 ENGINEER** (Quantity: 03)

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

#### **Responsibilities:**

- Propose strategy to approach customers in order to generate the projects.
- Build and maintain a good relationship with customers in the allocated regions/segments.
- Fulfill the expected number customer visits as established in consultation with the BU Manager and ensures that the customer database is maintained updated in regards to customer information, contact persons, businesses and activities.
- Run the negotiations with the for the conclusion of contracts and takes the sales to agree upon margins, and ensures a high level of customer satisfaction throughout the entire sales process.
- Participate and contribute with the various risk assessments in order to ensure the proper proportion between price and quality.
- Prepare weekly and monthly sales report in Smartsheet.
- Participate in project handover meeting with project execution team.
- Follow up customers payments in accordance with the terms of the contract in order to avoid past due notices.

**Background:** Bachelor's Degree in Electrical Engineering; Automation.

**Experience:** Minimum 1-2 years experience in sales.

#### **Knowledge and Skill:**

- Understand SCADA System, reading P&ID drawing, AutoCAD.
- Have knowledge about PLC, Drive, Instruments, Electrical Devices.
- Good communication skill
- Strong commercial awareness
- Customer and result-oriented
- Good knowledge on contract terms
- Able to work under pressure
- Willing to travel
- Self-starters, proactive and good team player

#### **Benefits:**

- Variable bonus depend on performance, annual salary review
- Annual healthcare plan
- Annual teambuilding event
- Training & Development programe
- Work-life integration; Employee experience

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