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 - SMART SOLUTIONS & DIGITAL ENERGY

Quantity: 01

Location: 19, 64-TML street, Cat Lai Ward, Ho Chi Minh City

JOB SUMMARY

We are seeking an experienced Sales Engineer to support our growing business: BMS (EcoStruxure Building Operation), EMS/PME (EcoStruxure Power Monitoring Expert), SCADA, DCIM (EcoStruxure IT) - plus lump-sum turnkey packaging of AHF, UPS and Power Quality.

RESPONSIBILITIES

1. Executing the Sales Manager's account plan

- Take ownership of named key accounts and target segments assigned by the Sales Manager: FDI industrial plants, smart factories (electronics, F&B, pharma, textiles), commercial buildings and data centers.
- Prepare and run technical presentations, solution demos (EBO, PME, EcoStruxure IT) and site surveys; convert findings into quantified value (energy savings, uptime, compliance).
- Maintain disciplined pipeline tracking and weekly/monthly forecast reporting via ERP; keep the Sales Manager fully informed on deal stages and risks.

2. Solution design & proposal (software/systems heavy)

- Architect solutions: BMS (DDC, SpaceLogic AS-P/MP-C, field devices, BACnet IP/MSTP, Modbus), EMS (PME, ION/PM meters, sub-metering, ISO 50001),

SCADA (HMI, historian, alarm/event) and DCIM (rack PDUs, environmental monitoring, capacity planning).

- Package lump-sum power scope into the offer: AHF (harmonic mitigation per IEEE 519), 3-phase UPS (Galaxy/Easy UPS, STS, Li-ion/VRLA batteries) and Power Quality.
- Produce single-line diagrams, system architectures, bill of quantities (BOQ) and cost models with the Presale/R&D team; specify to IEC standards with full part codes.

3. Commercial & deal closure

- Prepare technical-commercial proposals and lead bidding submissions for private and industrial tenders.
- Negotiate pricing, payment terms, scope and delivery timelines to protect margin while winning.
- Understand internal costing logic (SPA discount, markup by category) to price competitively and defensibly.

4. Handover & lifecycle

- Hand over cleanly to Project & Service Execution; support variation orders (VO) and post-award relationships.
- Follow billing milestones and accounts receivable with Finance and Execution teams; propose optional annual maintenance (AMC) as an upsell.

BACKGROUND

Education: Bachelor's degree in Electrical Engineering, Power Systems, Automation, Mechatronics, HVAC/Thermal Engineering, or related.

Experience:

- 2+ years in B2B technical sales, presales or solution engineering in BMS, EMS, SCADA, DCIM, or building/factory automation.
- Hands-on with Schneider Electric EcoStruxure (EBO, PME, IT) — or equivalent (Johnson Controls, Honeywell, Siemens, ABB).
- Track record with MEP contractors, industrial consultants and FDI facility owners.

Technical knowledge (deep)

- BMS/BAS: DDC architecture, server/client software (EBO), field instrumentation, actuators and valves; HVAC control (chiller plant optimization, AHU/FCU/VAV, cleanroom pressurization, IAQ).
- Integration protocols: BACnet IP/MSTP, Modbus RTU/TCP, OPC UA, MQTT, SNMP.
- EMS/PME: power monitoring, sub-metering, energy auditing, ISO 50001, power quality (EN 50160, IEEE 519).
- SCADA: architecture, HMI, historian, alarm/event management, redundancy.
- DCIM: EcoStruxure IT, rack PDUs, environmental monitoring, capacity planning; TIA-942 / Uptime Institute tiers.
- Power infrastructure (lump-sum): AHF sizing and harmonic mitigation, 3-phase UPS (double conversion, modular, parallel), batteries, STS.
- Ability to read SLDs, electrical layouts, P&ID and AutoCAD drawings.

Skills & attributes:

- Consultative solution selling, strong presentation and high-impact negotiation.
- Commercial mindset: cost/pricing analysis and contract term evaluation; comfortable working with margin targets.
- Strong relationship-building across contractors, consultants and plant owners; reliable in supporting and executing a manager's account plan.
- Good English (written/verbal) for technical reading and vendor communication.
- Ownership mindset, proactive, results-oriented; willing to travel for meetings, surveys and FAT.

Success measures (first 6–12 months)

- Achieve the annual bookings target agreed with the Sales Manager; maintain pipeline coverage at 3x quota.
- Win rate and margin discipline on negotiated deals; tender compliance rate.
- Technical proposal quality and turnaround time; effective execution of the Sales Manager's account plan.

BENEFITS

At ESEC, you will be in the right place to grow – both professionally and personally.

- Work on meaningful Industrial Software and Digital Transformation projects that create long-term value for customers.

- Competitive compensation package, including a base salary, project performance bonuses, and year-end bonuses based on company performance.
- Comprehensive healthcare insurance and employee welfare programs.
- High-performance laptop and working equipment to support your daily work.
- Training and certification sponsorship, including professional and international certifications, subject to company policy.
- Opportunities to work on large-scale enterprise software and digital transformation projects using leading technologies.
- You'll also enjoy a supportive working environment with:
  - ➢ Outing Trips, Sport Clubs & YEP
  - ➢ Bonuses on holidays, revenue, loyalty rewards
  - ➢ Other activities centered around people and culture

Because at ESEC, you are not just an employee – you're part of the team.

Apply: Cv via email hr@esec.vn

ABOUT US:

- Website: www.esec.vn
- Youtube: https://www.youtube.com/@esecchannel3306
- LinkedIn: www.linkedin.com/company/east-sea-energy-environment-esec
- Facebook: www.facebook.com/esec.vn