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:

SENIOR SALES ENGINEER - POWER QUALITY & ENERGY INFRASTRUCTURE

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: Active Harmonic Filters (AHF), UPS, Power Quality (harmonic mitigation, PFC, voltage stability) — plus the ability to attach full ESPC solutions: BMS, EMS/PME, SCADA, DCIM, Energy & BESS.

RESPONSIBILITIES

1. Self-sourcing & pipeline origination (hunter)

- Prospect, qualify and develop your own pipeline in C&I segments: manufacturing plants, semiconductor/electronics, F&B, pharma, textiles, industrial parks, commercial buildings, data centers and hospitals.
- Use power quality audits, harmonic measurements (PQ analyzers) and load profiling as door-openers to create demand, not just respond to tenders.
- Build direct relationships with plant owners, facility managers, MEP consultants and EPCs; maintain your own named-account list and account plans.

2. Technical leadership (hardware deep)

- AHF: harmonic analysis, sizing (A), mitigation strategy, filter placement, resonance risk, parallel operation.
- UPS: 3-phase topology selection (double conversion, modular, parallel N+1), battery sizing (Li-ion/VRLA), STS, bypass, autonomy, efficiency (ECO mode).

- Power Quality: capacitor banks, detuned/active filters, SVG, voltage regulation, power factor correction, harmonics (IEEE 519), voltage sags/swells and transients (EN 50160).
- Produce SLDs, sizing calculations, BOQ and cost estimates; ensure technical compliance and protect margin.
- Use ETAP / power system simulation to justify designs where required.

3. Deal leadership & full-solution expansion

- Lead technical-commercial proposals and tender responses; defend scope, pricing and payment terms in negotiation.
- Expand deal size by attaching the full ESPC solution stack — BMS, EMS/PME, SCADA, DCIM, Energy & BESS — onto the core hardware scope, converting single-equipment buyers into turnkey customers.
- Own win/loss analysis and pricing strategy for your accounts; support the Sales Manager on strategic C&I pursuits and mentor the Sales Engineer on hardware topics.

4. Delivery support & handover

- Support FAT/SAT, commissioning coordination and handover to the Execution team.
- Support variation orders (VO) and post-award technical relationships; propose optional annual maintenance (AMC) as an upsell.

BACKGROUND

Education: Bachelor's degree in Electrical Engineering or Power Systems (Master's degree or PE is a strong plus).

Experience:

- 4–6+ years in power quality, critical power or electrical infrastructure — in technical sales, presales or application engineering for C&I projects.
- Proven hunter: can evidence deals you personally originated and closed (named customers, deal size, role in the win) — not only inbound or assigned leads.
- Deep hands-on with AHF, UPS, capacitor banks, SVG and power quality metering.
- Experience with Schneider Electric (AccuSine, Galaxy, PME/ION) — or Vertiv, Eaton, ABB, Siemens equivalents.
- Track record with industrial end-users, MEP consultants and EPCs.

Technical knowledge (deep)

- Power quality: harmonics (THD/TDD, IEEE 519), power factor, resonance, voltage regulation, flicker and transients (EN 50160).

- AHF: sizing, topology (3-level, modular), control strategy, parallel operation and interaction with capacitor banks.
- UPS: double conversion, modular, parallel/redundancy, battery sizing (Li-ion/VRLA), STS, bypass and efficiency modes.
- Electrical distribution: LV/MV, transformers, switchgear, protection coordination and earthing.
- Metering & software: PME, ION/PM meters, PQ analyzers and SCADA integration; working knowledge of BMS/EMS/DCIM to position the full ESPC solution.
- Ability to read SLDs, schematics and AutoCAD; ETAP / power system simulation is a strong plus.

Skills & attributes:

- Senior-level autonomy: able to lead technical discussions with consultants and EPCs independently, without relying on the manager to open every door.
- Self-starter with a proven ability to source, develop and close own opportunities under a clear revenue target.
- Commercial acumen: cost/pricing analysis, margin protection and contract term evaluation.
- Strong presentation and negotiation skills.
- Good English (written/verbal) for technical reading and vendor communication.
- Ownership mindset, proactive, results-oriented; willing to travel for surveys, FAT/SAT.

Success measures (first 6–12 months)

- Achieve the senior-level annual bookings target agreed with the Sales Manager, with the majority self-sourced (not assigned).
- Win rate on C&I tenders and technical compliance rate.
- Number of power quality audits converted into qualified opportunities.
- Cross-sell attach rate: % of hardware deals expanded into full ESPC solutions.
- Margin discipline and effective support to the Sales Manager on strategic accounts.

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