

Sales Engineer (Core Products)

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Company: Manpower

Location: Vietnam

Category: other-general

PositionSales Engineer

IndustryAutomotive Industry

Working Time: Monday - Friday

Working Location: HCMC

Interview Round:3 rounds

RESPONSIBILITIES

1. Sales revenue management

Prepare, propose & implement Sales planning to achieve assigned sales target.

Communicate and visit distributors to maximize sales target of each distributor.

Forecast stock level of distributor to propose new potential purchase order to distributor & ensure product availability.

Monitor & Co-ordinate with relevant dept. to ensure deliver distributor's purchase order smoothly.

Monitor on customer overdue payment and follow up with customer for payment to reduce DSO.

2. Distribution management

Develop and maintain good relationship with existing distributor.

Identify & develop new distributor.

Support & evaluate distributor's sales performance to maintain & build strong distributors.

Distribution conflict management.

Guide & ensure distributor's sales operation according to company AAM standards.

Co-ordinate with Marketing dept to prepare and participate in distributor's marketing events such as seminars, exhibitions, road shows.

3. Product sales management

Present and sell core products (engine, transmission & chassis) to distributors.

Co-ordinate with Product management dept. to identify new potential core product for sales.

Co-ordinate with Marketing dept to enhance the company's brand and product awareness in the market.

4. Market survey

Collect, analyze & report market information & competitors.

Collect market pricing information and report for analysis.

5. CSI management

Resolve distributor request & complaint.

Resolve end-user's feedback related to distributor's sales operation.

Other duties as required by Superior.

JOB REQUIREMENTS

Background: Technical degree in engineering (automotive, mechanical, electrical, mechatronic, industrial, chemical with experience in automotive field).

Experience: Minimum 3 years' experience in distribution or channel management, dealing in Automotive Aftermarket parts or components.

Ability to think outside of the box, creativity, and down to earth mentality.

Good communication, interpersonal and presentation skills

Result-oriented and dynamic person

Strong logical, strategic thinking and analytical skills

Good organizational skills (Time Management)

Managing complex matters, conflict management, interpersonal skills, self-assurance, negotiating skills, good social behavior, ability to work in team, high level of commitment, sensitivity in dealing with other cultures, result-oriented approach, assertiveness, good rhetorical skills, leadership ability, extroversion.

Fluent in Vietnamese, English, both speaking and writing.

CONTACT INFORMATION

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LinkedIn: <https://www.linkedin.com/in/harveyliubb/>

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