

Sales Specialist (Industrial Project)

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Company: Manpower

Location: Vietnam

Category: other-general

COMPANY BRIEF

Our client, a global company specializing in automation machinery trading sector, is currently in search of a **Sales Specialist** to drive business development in Vietnam.

This position will be responsible for promoting medium voltage (MV) and low voltage (LV) switchgear products towards the industrial segment through consultants, contractors, panel builders, wholesalers, and end users.

RESPONSIBILITIES

Build up and update the project pipeline, the list of contractors, consultants, panel builders, and distributors who focus on industrial within the South.

Follow up with consultants for prescription, literature, and technical support on medium and low voltage products.

Promote our distributors and panel builders to the customers.

Prepare effective and timely reports to the line manager (project monitoring, sales status, forecast, weekly report...)

Seek feedback from competitors and inform to the PM team for market intelligence to increase company competitiveness.

Ensure that all own activities are in accordance with the guidelines of Company Code of

Conduct and integrity policy.

Follow up on accessible panel builders to use company medium voltage (MV) and low voltage (LV) switchgear.

JOB REQUIREMENTS

Background: Degree in Electrical Engineering.

Experience: From 5 years' experience working with relevant Panel builders, Distributor, Consultants and Contractors.

Attention to detail, self-starter, proactive, ability to learn, good interpersonal skills, and result oriented.

Able to work under pressure and willing to travel within assigned territory and overseas.

Computer literate and the ability to use AutoCAD.

Good command of spoken and written English.

CONTACT INFORMATION

Email: thong.luu@manpower.com.vn (Harvey)

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

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