



TECHNICAL SALES ENGINEER

(PRE-SALES IT ENGINEER)

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 the newest technologies from international partners, combined with internal resources and excellent customer experience, to offer optimal solutions to our clients.

We, East Sea Energy Environment is looking for the following position:

Technical Sales Engineer

Location: 19, 64-TML street, Thanh My Loi Ward, Thu Duc City, Ho Chi Minh City

As a Technical Sales Engineer, you will play a key role in bridging the gap between sales and technical teams, supporting the sales team during the consultations. Your main tasks include understanding customer requirements, proposing and presenting technical solutions, maintaining technical documentation, and conducting training sessions. This role requires a strong technical background, a passion for research and deep learning, the ability to analyze documentation, design presentations, and the effectively communicate complex solutions to customers.

Responsibilities:

- **Customer & Sales Coordination:** Work closely with the sales team to understand customer requirements, propose design solutions, and support the consulting phase.
- **Technical Solution Development:** Collaborate with technical teams to analyze, evaluate, and propose technical solutions that align with customer needs and ensure technical compatibility.
- **Stakeholder Collaboration:** Coordinate with internal and external stakeholders, including business units, end users, developers, and IT teams, to gather requirements, propose solutions
- **Solution Presentations & Proposals:** Create and deliver compelling technical presentations and proposals, showcasing the value of company offerings to customers.
- **Technical Support & Customization:** Provide pre-sales technical support and work with product development teams to customize solutions for specific customer needs.
- **Documentation & Competitive Analysis:** Maintain technical documentation (e.g., proposals, specifications) and monitor market trends to position the company's solutions effectively.
- **Training & Knowledge Transfer:** To ensure smooth project execution, training sales teams on the technical aspects of products and conduct training for project participants.
- **User Feedback & Continuous Improvement:** Collect user feedback, implement process improvements, and ensure alignment with evolving customer requirements.
- **Project Management:** Lead the planning, execution, and monitoring of projects, including resource allocation, progress tracking, and financial management.

Background: Bachelor of Information Technology, Mathematics and Information Technology.

Experience:

- At least 02-03 years of experience in a similar position.
- Experience in participating in projects according to the Agile/Scrum Master model is an advantage.
- Priority is given to those with experience in implementing IT projects in other organizations.

Knowledge:

- Microsoft applications (Word, PowerPoint, Excel, Visio) and a solid understanding of software development technologies.
- Programming Knowledge & Software Implementation: Experience in analyzing and implementing software system, ex: ERP, EAM, PBI,...
- Domain Expertise: Knowledge of business domains, products/services, data analysis, or IT applications.
- Experience in gathering, analyzing, and documenting business requirements.
- Technology Understanding: Familiarity with Cloud, and Microservice architectures...
- Platform Expertise: Understanding .NET or Java

Skill:

- Presentation skill
- Communication skill
- Problem solving skill
- Team work skill
- English - Toiec 500

Abilities:

- Honest, careful
- Proactive, collaborative
- Integrity and Ethical Conduct

Benefits:

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

- You'll be inspired by the meaningful projects we do: Sustainable projects, Green activities, and Community-oriented activities.
- You'll collaborate with global leaders such as IBM, AVEVA, ETAP, Schneider, Siemens, and ABB with many internal and external training courses.
- We embrace the Owner mindset & working style – Encouraging creativity, taking initiative, and focusing on delivering results.
- 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