



SALES 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:

Sales Engineer

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

As a Sales Engineer, you will be responsible for identifying business opportunities, proposing technical solutions, and managing the sales process from client engagement to contract closure. You will collaborate with technical teams and project stakeholders to ensure customer satisfaction and project success.

Responsibilities:

1. Customer Engagement & Relationship Management

- Approach potential customers and develop project opportunities in target segments.
- Build and maintain strong relationships with clients across assigned regions.
- Conduct regular customer visits and update CRM/customer records.

2. Solution Proposals & Contract Negotiation

- Understand customer requirements and propose appropriate technical solutions.
- Lead commercial negotiations, ensuring profitability and customer satisfaction.
- Work closely with internal teams to ensure technical feasibility and solution readiness.

3. Sales Execution & Handover

- Prepare and submit sales reports weekly and monthly via Smartsheet.
- Participate in risk assessment discussions to balance quality and pricing.
- Coordinate project handover to the execution team, ensuring smooth transition.

4. Payment & Contract Compliance

- Follow up on payment collection according to contract terms.
- Monitor accounts receivable to avoid overdue situations and maintain healthy cash flow.

5. Cross-functional Collaboration & Feedback

- Work with cross-functional teams (technical, design, execution) to support project delivery.
- Collect customer feedback for continuous product and service improvement.

Background: Bachelor's degree in Electrical Engineering, Automation, or related fields.

Experience:

- Minimum 1–2 years of experience in sales or technical solution selling.
- Experience in industrial automation, SCADA, or electrical devices is an advantage.

Knowledge:

- Understand SCADA System, reading P&ID drawing, AutoCAD.
- Have knowledge about PLC, Drive, Instruments, Electrical Devices.

Skills:

- Good communication and negotiation skills.
- Commercial awareness and problem-solving ability.
- Ability to work under pressure and manage multiple priorities.

Abilities:

- Honest, proactive, and self-driven.
- Collaborative and customer-oriented mindset.
- Willingness to travel for customer engagement and site visits.

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