



ETAP 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:

ETAP Sales Engineer

Location: No 19, 64-TML Street, Cat Lai Ward, Ho Chi Minh City

As an ETAP Sales Engineer, you will be responsible for developing the market and driving sales for ETAP-related products and services, including software and engineering services.

You will play a key role in shaping solutions for our customers, including proposing and presenting ideas, following up on opportunities, and coordinating with other teams to deliver the best outcomes and achieve sales targets.

Responsibilities:

1. Sales Strategy & Planning

- Develop sales strategy for ETAP products (ETAP Power Software, Services, Realtime).
- Develop field sales action plans, ensure achievement of sales target and profit

2. Customer Support

- Build and keep good relationships with customers at all levels.
- Find new business opportunities and grow the customer database.
- Manage requests for quotations, conduct technical & sales presentations, make sure customer needs are matched with the right technical solutions.
- Tracking all bids and close orders.
- Maintain records of sales activities and customer interactions

3. Vendor Coordination

- Work closely with vendors to understand new products and technologies.

4. Reporting & Teamwork

- Report directly to the Board of Directors.
- Cooperate with the BD & Marketing teams.

Background: Bachelor's degree in Power Systems or Electrical Engineering.

Experience:

- At least 1–2 years of experience in sales.
- 1–2 years of experience in selling or servicing electrical systems (HV, LV, Protection Relay, Arc-flash).
- Experience with Power Software or as a Power Consultant is a plus.

Knowledge:

- Basic knowledge of power systems like medium voltage (MV), low voltage (LV), generators, transformers.
- Understand sales contracts and business terms.

Skills:

- Strong in negotiation and teamwork.
- Strategic thinking and problem-solving.
- Able to communicate in English (spoken and written).
- Able to read and understand technical documents in English.
- Willing to travel often.

Abilities:

- Honest, careful, and highly responsible.
- Proactive, collaborative, and open to travel for project work.
- Commitment to safety and quality standards.

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, 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

