

JOB DESCRIPTION – Senior Sales Engineer

Position:	Senior Sales Engineer	Report to:	Sales Account Manager
Location:	11B Nguyen Binh Khiem, D.1	Department:	Sales, New Sales
Updated date:	08/01/2025	Date of joining:	

Company Overview

With a 30-year legacy, Toan Thang Engineering (TTE) is a market leader in providing high-end equipment technology solutions and technical services for the Oil & Gas, Refinery, Petrochemical, and Power Generation industries in Vietnam. A thriving company with 2 offices and 3 workshops, and the sole representative of renowned equipment global brands Emerson, Flowserve, etc.

Position Overview

We're looking for a Senior Sales Engineer responsible for managing and developing relationships with strategic customers and partners, identifying new business opportunities, and ensuring the successful acquisition of business contracts. This position requires sharp business acumen to identify opportunities, strong knowledge of bidding documents, and excellent communication and negotiation skills.

What You'll Do

- Maintain and expand relationships with strategic customers and partners.
- Identify new business opportunities and foster collaboration with relevant stakeholders.
- Provide consultation and gather customer feedback on the company's products and services.
- Review, prepare bidding documents, quotations, and related materials.
- Monitor the progress of quotations, bidding, and negotiations to ensure successful business contract acquisition.
- Act as the main point of contact between the company, customers, and partners to address product/service-related issues.
- Support the Project Management (PM) team in resolving customer and partner-related issues.
- Coordinate with the Logistics department to inspect products before delivery, handle any issues arising during the delivery process, and ensure timely delivery.
- Collaborate closely with internal departments (Accounting, Business Support, etc.) to track payments and control costs.
- Participate in professional training courses and commit to long-term employment after training.
- Prepare regular reports and perform other tasks as assigned by the Line Manager.

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Who We're Looking For

- **Experience & Knowledge:**
 - Bachelor's degree in engineering
 - From 3 to 5+ years in sales/business development experience in the oil and gas or energy sector
 - Strong understanding of engineering principles, quality standards, and safety regulations.
 - Strong understanding of bidding documents, commercial contracts, and relevant legal regulations.
- **Skills & Competencies:**
 - Good communication and negotiation skills, especially with high-level clients and partners.
 - Good sales skillset
 - Strategic thinking and sharpness in identifying business opportunities.
 - Good command in English, particularly in technical and business contexts.
 - Proficient in Microsoft Office, AutoCAD, and project management tools like Microsoft Project
 - Willing to travel domestically and internationally as required

Why Join Us?

- Competitive salary, negotiable based on experience and capabilities.
- Year-end bonus based on job performance, along with rewarding compensation policies.
- Holiday and Tet bonuses, as well as special occasions throughout the year such as birthdays, weddings, etc.
- Lunch allowance and other allowances based on job requirements.
- Full mandatory social insurance based on the agreed salary.
- Person health and accident insurance coverage.
- Annual company trip
- Regular health check-ups.
- Career development opportunities with training programs abroad.
- Working hours from Monday to Friday
- Public holidays and leave as per the legal regulations.