

Position:	Service Sales Manager - Pumps & Rotating Equipment	Report to:	Sales Director
Location:	HCM	Department:	Sales
Updated date:	11/2025	Onboard expectation:	ASAP

I. Company Overview:

With 30+ years of development, **Toan Thang Engineering Corp (TTE)** is a leading engineering solutions provider in Vietnam. We specialize in supplying valves, pumps, compressors, mechanical seals, and rotating equipment to the Oil & Gas, Petrochemical, Power, and Heavy Industry sectors.

As the exclusive representative of global brands such as Emerson, Flowserve, Pleuger we combine world-class technology with local expertise through our 2 offices and 3 service workshops across Vietnam.

TTE has recently signed a distribution & representation agreement with Rotating Machinery Services – RMS (www.rotatingmachinery.com), the world's leading aftermarket service provider for compressors, expanders and other rotating equipment.

To support the strong growth of our upgrade – maintenance – overhaul – spare parts service business for pumps & rotating equipment in Vietnam, TTE is now recruiting:

II. Position Overview:

We are seeking an experienced and strategic **Service Sales Manager** to lead the development of our technical service portfolio for pumps and rotating equipment. This role plays a critical part in expanding our service offerings, maintaining long-term customer relationships, and driving revenue from after-sales services. The ideal candidate has a customer-centric mindset and strong expertise in industrial service business development.

III. Key Responsibilities:

- Develop service sales (overhaul, upgrade, retrofit, spare parts) for pumps and rotating equipment.
- Build and manage key customer accounts in O&G, chemical, fertilizer and power plants.
- Work closely with RMS and Flowserve to deliver services at OEM standards.
- Lead the full sales cycle: opportunity development – proposal – negotiation – contract – execution – acceptance – renewal.
- Coordinate with technical teams for inspection, engineering and service delivery.
- Report sales pipeline, forecast, market insights and competitive analysis.

IV. Competence Requirements:

- Bachelor degree in Mechanical Engineering, Machine Manufacturing, Electrical Machines or related engineering fields.
- Minimum 5–7 years experience in rotating equipment service or pump service sales.
- Hands-on knowledge of compressors, pumps, turbines, motors and related services.
- Strong understanding of engineering principles, quality standards, and safety regulations.
- Strong solution-selling, customer relationship management, and commercial negotiation skills.
- Proficiency in English (technical & commercial).
- Strategic, results-driven mindset with the ability to balance short-term success and long-term growth; service-oriented and proactive in seeking market expansion opportunities.
- Existing customer network in Oil & Gas, Chemical and Power industries is a strong advantage.
- Experience working with OEMs or international distributors.

V. What We Offer:

- Attractive Compensation Package: Competitive base salary + uncapped sales incentives.

- High Sales Bonus Scheme.
- Performance-based annual bonus and rewards for overachievement.
- Comprehensive benefits package:
 - Full social insurance based on actual salary
 - Health & accident insurance
 - Lunch allowance, holiday bonuses, and personal occasion gifts (birthday, marriage, etc.)
- Career growth & training: Opportunities for international training with RMS, Flowserve and other OEMs.
- Professional working environment: Monday–Friday schedule, annual company trips, and team-building activities.

VI. Why Join Us?

- Career path to Service Director.
- Represent RMS, Flowserve and other global OEMs with a strong installed base in Oil & Gas and Heavy Industry.
- Be empowered with clear bonus mechanisms and growth opportunities.
- Build your career in a fast-growing industrial solutions company.