



JOB DESCRIPTION FORM

Position Name	Tailor Made Project Sales (OEM Sales)	Department	Sales & Marketing
Reporting	Country Head	Location	Vietnam (Hochiminh city)
Education	B.Tech	Experience	4-8 Years
Preferred Industry	Steel	Number of position	1

Job Description

Position Overview:-

- The Sales engineer is responsible for coordinating all sales and proposal activities for SMS group products.

Duties and Responsibilities:-

- Interact with the customer teams and provide detailed insight of the local customers.
- Strengthen customer relationship
- Support Oversea Sale team for technical translation so that the right communication with customer and translate English materials in to Vietnamese to facilitate customer's decision.
- Providing requested paperwork along sales process.
- Others assigned by Project Manager Sales.
- Technical presentation of SMS group technology and proposals to prospective customers.
- Attend and actively participate in industry conferences.
- Coordinates with SMS group team members in the proposal stage.
- Maintains contacts and coordination with main mechanical & electrical vendors for proposal purposes.
- Considerable business travel (domestic and international) required

Qualification & Experience:-

- B.Tech degree (mechanical, material science or electrical engineering)
- Strong verbal and written communication skills.
- Business minded. Ability to work independently and be a self-starter, hungry for success.
- Good at Microsoft Office tools.
- Excellent attention to detail and ability to manage multiple deadlines simultaneously
- A collaborative, solution-focused approach with strong written and spoken communication skills in English.
- Knowledge of Technical English would be the key need.