

Achieve more with KROHNE

KROHNE

 measure the facts

KROHNE is an innovative process instrumentation and measurement solutions company operating in more than 40 countries. Through continuous research and development and a consistent customer orientation, we are one of the leaders in our industry.

KROHNE Vietnam

Sales Engineer (Energy industries: O&G, Power)

Your main responsibilities:

- To develop and maintain business strategies by achieving sales targets and increasing market shares.
- Visits customers to drive sales pitches and product presentations
- Responsible for achieving sales revenue and profit target
- Align and link business strategies set by the company
- Build strong relationships with existing and new customers
- Provide sales and after-sales support, in coordination with our internal departments and customers
- Prepare sales quotations in the ERPLN system for customers.
- Follow up with after-sales issues.
- Market studies and feedback to the sales manager
- Monitors sales quotation status and forecast.
- Performs order screening and preparation for clean order processing in coordination with the PMO team.
- Ensures proper documentation of all sales quotations in line with the ISO standards and processes.
- Participate in any ad-hoc projects as assigned by management and or sales manager from time to time

Your qualifications:

- Minimum 4-5 years of industrial outdoor sales experience in process instrumentation or similar Industry.
- Have customer network in O&G and Power industries.
- Professional education in engineering, business or related field, or similar level obtained by experience.
- Sales experience and having relationships with customers in many industries is the strength point.
- Microsoft Office (Excel, Word, Outlook and Power Point)
- Multilingual (including English)

On www.krohne.com you'll find additional information about our organization.

If interested, please send your CV with a covering letter stating your salary requirements to:

Ms Anh Thy • Assistant Human Resources Manager
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www.krohne.com