



**FOR OUR OFFICE IN HO CHI MINH CITY AND HA NOI WE ARE CURRENTLY LOOKING FOR A  
SPARE PARTS SALES ENGINEER (m/f)**

Illies Engineering Viet Nam belongs to the Group C. Illies & Co., which is a German-based trading company emerging as international agent for manufacturers and buyers of machinery and components since 1859. With activities in various industries around the globe, we are able to balance risks and benefits for our business partners and to elaborate tailor-made commercial and technical solutions. In Viet Nam, we maintain two offices in Ho Chi Minh City and Ha Noi since the early 90's. Due to the vast growing business, we are looking for some positions for our offices in Ho Chi Minh City and Ha Noi as below.

**YOUR TASKS:**

**SALES AND TECHNICAL CONSULTANCY**

- Identify business opportunities and develop market strategies
- Evaluate potential suppliers and build up a sound portfolio within a selected industrial and geographic area
- Plan, coordinate, and perform presales, sales and aftersales activities. Such as: suggest, plan and carry out marketing activities; check quotations, tender documents and drawings; prepare sales offers; carry out customer visits, seminars and exhibitions; control all commercial terms, etc.
- Maintain and report project and order activities via direct exchanges and project lists
- Monitor market and customer's requirements, as well as competitor actions and propose changes of the portfolio and new activities
- Assist in preparation of business plans, forecasts, budgets and quarterly updates
- Report matters concerning complaints or irregularities

**YOUR PROFILE:**

**JOB REQUIREMENTS**

- Degree in Engineering with at least 3 years working experience in textile equipment / spare part sales
- Fluently in speaking and writing English
- Reading and writing Chinese will be an advantage
- Excellent MS Office skills (Word, Excel, Power Point required)

**YOUR PROFILE:  
ADDITIONAL REQUIREMENTS**

- Meet set targets
- Strong acquisition personality and very good sales skills
- Technical understanding, ability to consult customer about maintenance of equipment
- Manage assigned duties and areas of responsibility in good faith
- Customer orientated and reliable personality
- High degree of self-organization, self-motivation and self-responsibility

We offer an attractive salary, additional Healthcare & Accident insurance by company, as well as professional and international working environment.

We are looking forward to receiving your application documents with your desired salary by e-mail: [saigon-career@illies.de](mailto:saigon-career@illies.de) (please send a PDF file if possible).

Or in copy to:  
**ILLIES ENGINEERING (VIETNAM) CO., LTD.**

Human Resources, Ms. /Mr. ....

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