

## TALENT ACQUISITION

East Sea Energy Environment was set up on the passion of founders to associate create a better everyday condition for society. We focus on energy optimization and environmental control. Our aim is to utilize newest technologies from international partners, combine with internal resource and excellent customer experience, to offer optimal solutions to our clients.

We, East Sea Energy Environment is looking for the following position:

**KEY ACCOUNT MANAGER - Infrastructure** (Quantity: 01)

**Location:** 19, 64-TML street, Thanh My Loi Ward, Thu Duc City, Ho Chi Minh City

### Responsibilities:

- Manage and grow strategic accounts in the Infrastructure sectors such as Datacenter, Industrial Park, Transportation.
- Build strong relationships with decision-makers and influencers at Infrastructure segment.
- Act as a trusted advisor, providing technical and commercial guidance on portfolio (UPS/AHF/SVG/PowerSCADA/BMS/PME/DCIM & Microgrid) groups and ensure achievement of sales target and profit.
- Implements sales programs by developing field sales action plans.
- Interact closely with vendor to understand new technologies / products and effective implementation of customer applications.
- Manage requests for quotations, conduct sales meetings, perform technical and sales presentations and tracking all bids and close orders.
- Build long term relationships with key customers at all levels, explore new business opportunities.
- Develop sales staff by recruiting, selecting, orienting, and training employees following the growth of business unit.

**Background:** Bachelor's Degree in Electrical Engineering; Electrical, Mechanical, Automation.

**Experience:** Minimum 3-5 years experiences in sales with 3 years in managerial position.

### Knowledge and Skill:

- Written and verbal communication skills to write proposals, give presentations, and lead sales calls with channel partners.
- Excellent communication, negotiation, and stakeholder management skills.
- Ability to manage complex projects and deliver results under tight timelines.
- Exposure to account management, solution selling, and business development.
- Understanding of Bess-Microgrid, UPS, Cooling System, Automation systems, SCADA/BMS/EMS/DCIM, and digital solutions.
- Strong leadership skills
- Willing to travel frequently
- Good in English
- Experience in the Infrastructure (Seaport/Airport/Industry Plant) & Data Center is a plus.

**Benefits:**

***At ESEC, you will be in the right place to grow – both professionally and personally.***

- You'll be inspired by the meaningful projects we do: Sustainable projects, Green activities, and Community-oriented activities.
- You'll collaborate with global leaders such as IBM, AVEVA, ETAP, Schneider, Siemens, and ABB with many internal and external training courses.
- We embrace the Owner mindset & working style – Encouraging creativity, taking initiative, and focusing on delivering results.
- You'll also enjoy a supportive working environment with:
  - Outing Trips, Sport Clubs & YEP with family invitation
  - Bonuses on holidays, loyalty rewards
  - Other activities centered around people and culture

***Because at ESEC, you are not just an employee – you're part of the team.***

***Apply: CV via email [hr@esec.vn](mailto:hr@esec.vn)***

**ABOUT US**

- Website: [www.esec.vn](http://www.esec.vn)
- Youtube: <https://www.youtube.com/@esecchannel3306>
- LinkedIn: [www.linkedin.com/company/east-sea-energy-environment-esec](http://www.linkedin.com/company/east-sea-energy-environment-esec)
- Facebook: [www.facebook.com/esec.vn](http://www.facebook.com/esec.vn)