



## **DANMON ASIA Ltd. EXPANDS.**

**Danmon Asia** is currently in a very expansive time and growth in Vietnam and we need to expand our sales team.

### **We need a SALES ENGINEER FOR PRO AUDIO/AV**

**We are looking for a competent and experienced sales consultant, who will be responsible for the sales of our product range within professional Audio and AV industry in North Vietnam. You will operate from our Hanoi office.**

We expect you to have some years' experience in the professional Audio or AV industry in Installed Sound and AV into Business, Recording Studios, Concert/Opera, Educational, Hotels, and Conference Center solutions and want to work in a dynamic work environment with many challenges. You will work together with the Management team to build up a reseller network for certain Pro AV/Audio products.

### **Responsibilities / Key tasks**

- As a sales engineer you are working both as a sales consultant to our existing customers but also always working on finding new potential customers in the industry.
- You will manage the work through our reseller network with visits, seminars, roadshows and exhibitions, phone and email and also to be involved in product marketing.
- You will be part of our sales and product marketing organization, while also supporting the support and service department at necessary.
- You will work independently or in small groups with both own and joint Projects/Prospects.
- You will be working in a technical environment that requires some technical skills and knowledge of business and AV solutions but also technical skills about Live Sound, Installed Sound and AV, Control system, Video/Audio Conference solutions and Recording Studio equipment.
- We also see that you also can do some demonstrations on various pro-audio products but it is not a requirement
- You will receive ongoing training in the areas that your work covers.

### **We expect that**

- You are a technical sale and service-oriented pro-active person with a "high drive", who always have the customer's best interests in mind.
- You see it as a challenge and a matter of course to reach your sales targets and resolve all customer needs within the agreed time.
- As a person you are positive and service minded.
- You find it easy to prioritize and cope with stressful situations.
- Driving license is a condition in which the service may involve travel, both in Vietnam and abroad.
- You have good knowledge of Vietnamese English both written and verbal
- You have good computer and networking skills, both Mac and PC.



- You understand commercial sale and will be budget responsible
- You are a good team player

### **Who we are**

Danmon Asia Ltd is a part of The Dan Technologies Group who is a privately owned group of companies and is one of the world's leading suppliers of audio, video, transmission products and digital media solutions, operating internationally from offices in Denmark, Sweden, Norway, United Kingdom, Germany, Vietnam, Dubai and Spain.

Danmon Asia Ltd representing leading international manufacturers from around the world within the Broadcast, Radio, Telecom, Cable, Satellite, IPTV, Internet TV, AV and Pro Audio Industries, Danmon Asia is able to deliver state of the art equipment and solutions based on the most advanced technology available.

The Danmon Asia Systems Integration activities cover a wide spectrum of operations ranging from designing, installing and commissioning studios, play-out centers, news rooms and satellite systems, to the complete infrastructure of television and radio stations for major broadcasters and service providers worldwide.

### **Please submit your application to:**

Danmon Asia Ltd  
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