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EXPLORE OPPORTUNITIES

WITH VALLOUREC ASIA PASIFIC Pte Ltd



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TO APPLY

ARE YOU READY TO KICK-START YOUR CAREER JOURNEY? LOOK NO FURTHER! VALLOUREC ASIA PASIFIC Pte Ltd IS EXCITED TO INVITE AMBITIOUS AND TALENTED STUDENTS TO DISCOVER THE INCREDIBLE OPPORTUNITIES AWAITS YOU.

We are Hiring!

Internship Technical Sales Engineer, PLP

- Support on the technical side the development of Line Pipe and Processing Pipe Business Lines in SEA. This includes customer development, market intelligence, support of winning offers to RFQs/Tenders in coordination with Technical Sales Engineers and Sales Manager, production mills and PLPP team.
- Liaise with mills located in Brazil, China, Indonesia and Technical Center based in Europe
- Analysis Customer's specifications on Tenders or Request for Quotations in accordance with mills feasibilities
- Actively participate in preparation of regional National and International Companies (NOC & IOC) mill qualification files.
- Coordination with mills in case of customer's dissatisfaction and/or claim
- Coordination with mill during tender phase and or order execution

01. MAIN ACTIVITIES.

- Provides technical support and promote Vallourec Products and Services in Asia Pacific countries.
- Analyses and prepare documents, data and presentation to answer technically to tenders from his customers / in his area.

MAIN RESPONSIBILITIES

- Supports the sales team in answering to tenders by analyzing, clarifying the technical points and proposing the best solution.
- Analyses and gathers the customer needs in his area and provides specifications to R&D that could lead to development of new products.
- Support in the building of promotion materials (sales kits, brochures)
- He/ she works transversally with the other product leaders and technical sales and ensures that the interface between Sales / R&D / Production is efficient
- Participate to preproduction meetings between mills and customers or his representative as third-party inspector

02. EXPERIENCE & DIPLOMA

Mechanical Engineering degree or equivalent

3 years' experience, preferable in production, metallurgy/pipe Industry, O&G

SKILL

Strong communication and interpersonal skills.
Good ability to work in multicultural environment
Fast learner and curious about technical challenges
Person able to work in Autonomy and able to represent Vallourec in front of the customers

LANGUAGES

English : fluent

Mandarin/ French/Bahasa/Malay: wish