

# SALES EXECUTIVE



We at **Rieckermann Philippines** are on an exciting journey of growth and are looking for a motivated **Sales Executive** to help us achieve our vision to become “your first choice industrial solution provider”.

At Rieckermann, our employees are our most precious asset. We embrace the values Quality, Commitment and Trust, which our colleagues and customers can appreciate in their Rieckermann experience. We welcome ideas and innovative processes that can help us drive our organization further, and encourage learning and growth for your continuous professional development.

We look forward to having you in the Rieckermann family.

## KEY DUTIES

- Execute complex sales and effectively manage the sales process from end to end
- Build strong relationship with the key players in the packaging industry
- Identify and cultivate new leads
- Establish and maintain healthy, long term relationship with clients to generate repeat business and referrals
- Effective discover customer needs and offer tailor fit solutions
- Organize and prioritize prearranged meetings both with existing and new accounts
- Meet and exceed personal quota
- Conducts customer presentations
- Documentation and reporting sales progress
- A go-to-source for clients who want more information concerning our product

## KEY REQUIREMENTS

- Must be graduate/have a bachelor’s degree in business/ marketing or any related field
- Preferably with a minimum of 2 years’ experience selling **graphics printing or packaging solutions** or other relevant experience on both industries
- Excellent communication skills with confidence and good customer service
- Above average negotiation and persuasive skills
- Excels in networking with potential clients
- Passionate in machine selling and finding ways to satisfy customer needs
- Goal and results oriented who can work well both individually and as a team
- With pleasing and outgoing personality

Rieckermann is a privately-owned group of companies providing international industrial solutions. We have more than 750 employees at 24 offices in 17 countries spanning Europe, Asia and the Middle East. We have been in business since 1892 and have established ourselves as a leading provider in our core markets and industries. Our service portfolio covers the entire value chain and scope of industrial plant development in various industry sectors: from single unit machines and equipment to complete production lines. We deliver high quality, tailor-made solutions in engineering operations, process technologies and technical services. For more information, please visit [www.rieckermann.com](http://www.rieckermann.com).

If you would like to grow with us, please apply by sending your resume to Ms. Janet Mastrile Manalo at [j.manalo@rieckermann.com](mailto:j.manalo@rieckermann.com)

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