

WE ARE HIRING

Join our team



SALES ENGINEER

We at **Rieckermann China** are on an exciting journey of growth and are looking for a motivated Sales Engineer for the Environmental Technologies industry 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.

Rieckermann is a privately-owned group of companies providing international industrial solutions. We have more than 750 employees at 26 offices in 18 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 9 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

If you are an excellent Sales Engineer and would like to grow with us, **please apply by sending your resume to Ms. Mirabel at shanghai@rieckermann.com**

Key duties

- Ensure comprehensive market coverage with regards to environmental technologies including the finding of new customers and ensuring the growth of business with existing customers.
- Properly explain the technology offered especially those of our key-supplier, manage and interpret the customer requirements as well as establish a solid relationship with the customers.
- Support marketing activities by attending trade shows, conferences etc.
- Prepare technical presentations, negotiating tenders and contract terms to meet both customer's and company's needs as well as manage relationships with other sales team members and technical experts.
- Liaise regularly with the customers and report in writing to the Division Management, Head Office and the principals as sales support.
- Conduction of competitor- & market analyses with the intention to determine the company's direction for business- & market development.

Key requirements

- Preferred Bachelor Degree in Process, Mechanical or Environmental Engineering or equivalent a proven experience in sales of process technology.
- Minimum 5 years working experiences in the waste related industry. Access to environmental associations and to the operational waste management in Vietnam.
- Good knowledge and understanding of recycling technologies not limited to thermal, chemical or mechanical treatment with the capability to present tailor made solutions for our clients.
- Fluent in verbal & written English is a must.
- Good communication, interpersonal and technical skills such as proficiency in MS Office Applications.
- Able to work effectively as an individual or team player, self-motivated and well-organized person with attention to detail.
- Neat and tidy with a strong sense of responsibilities.

CH2101

Rieckermann Industrial Technologies (Shanghai) Co., Ltd.

104-304, Building 1, No. 158, Xin Jun Huan Road, Caohejing Pujiang High Tech Park, Minhang District, Shanghai 201114, P.R. China.

Disclaimer: Your information will be used solely for your job application. By sending your CV to us, you agree that your personal data shall be processed by us for the abovementioned purpose. In the event that you wish to remove your personal particulars from our system in the future, please email us via the abovementioned email address.