

# WE ARE HIRING

Join our team



## SALES MANAGER (FOOD PROCESSING, MALAYSIA) - FULL TIME

We at **Rieckermann Malaysia** are on an exciting journey of growth and are looking for a driven Sales Manager to lead the sales activities related to process and packaging segments throughout the food industry in Malaysia. We are seeking motivated candidates to help us achieve our vision of being “your first choice industrial solution provider”.

From initiating first contacts in the negotiation phase, to conducting project management through to final acceptance, you will act as the main point-of-contact for customers at all hierarchy levels. In short, you will attend to the whole sales project cycle.

As an established partner in the food industry, Rieckermann's customer base ranges from established processing companies to new players in related industry segments, which include meat processing, coffee processing, confectionary, dairy, as well as bakery, snacks and cereals. You will thereby have access to an extensive spectrum of products consisting of a mix of both our own Rieckermann services, as well as those from our global technology partners. By means of your guidance and consultancy, you will develop tailor-made solutions based on the customer's needs.

Our ideal candidate is someone who has profound technical knowledge combined with a proactive approach. As a Sales Manager, you will have to shape the food industry not only in existing fields, but also be flexible and bold to venture into new potential segments. Constantly following market activities and new trends will therefore be an integral part of your role.

At Rieckermann, we encourage a strong learning culture where innovative ideas are heard, evaluated and supported, giving you the flexibility to develop both on a personal and professional level.

We look forward to having you in the Rieckermann family.

### Key duties

- Sales - Present, promote & sell industrial equipment & solutions for the food industry segments by attending to the whole sales cycle
- Consult, guide & advise customers based on their identified needs
- Market Research - Analyze the market as input for suitable sales strategies
- Business Development - Grow the business by enhancing visibility in the market
- Relationship Management - Develop, establish & maintain long-term, positive relationships with customers

### Key requirements

- Outgoing & persuasive personality
- Excellent interpersonal, communication & presentation skills
- Proactive, self-reliant & goal-oriented
- Strong problem-solving skills
- Technical knowledge & understanding of processes in the food industry
- Bachelor's degree in mechanical, electrical or industrial engineering (or equivalent with a technical background)
- Minimum three years of experience in selling machinery & industrial equipment within the food industry
- Excellent written & verbal English skills
- Readiness to travel frequently locally & overseas

Rieckermann is a privately-owned group of companies providing international industrial solutions. 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 Mr. Arne Schrader at [a.schrader@rieckermann.com](mailto:a.schrader@rieckermann.com)**

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