



# WE ARE HIRING

Join our team

## SENIOR SALES ENGINEER (PHARMA)

We at **Rieckermann** are on an exciting journey of growth and are looking for a motivated Regional Sales Manager Pharma for Southeast Asia 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 25 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 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 are an excellent Senior Sales Engineer (Pharma) and would like to grow with us, **please apply by sending your resume to [job.bkk@rieckermann.com](mailto:job.bkk@rieckermann.com)**

### Key duties

- Introduce, promote and sell industrial equipment and solutions to producers of solid and liquid Pharmaceutical products.
- Maintain and update product knowledge to support existing customer and expands our sales activities.
- Identify, create and maintain mutually beneficial relationship and offer solutions that address the needs of our customers.
- Create internal project reports and provide sales forecast and analysis.

### Key requirements

- Bachelor's Degree in Mechanical, Electrical or Industrial Engineering or equivalent.
- Minimum 3-5 years of experience in selling machinery and spare parts to the a.m Industry segment.
- Process know-how in pharmaceutical production (solid & liquid)
- Self-motivated, team spirited & proactive with initiative to take the lead.
- Excellent communication, presentation and negotiation skill.
- Good computer skills and proficiency in MS Office.
- Excellent written & verbal English skills.
- Readiness to travel frequently locally & overseas.
- Own transportation is required.