

# SALES ENGINEER - AUTOMATION COMPONENTS & PROJECTS



We at **Rieckermann Thailand** are on an exciting journey of growth and are looking for a motivated **Sales Engineer - Automation Components & Projects** 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.

The Sales Engineer supports Rieckermann Thailand to present, promote and sell Automation components and projects to various industry segments. By this activity the Sales Executive will actively support the Company’s growth and success.

We look forward to having you in the Rieckermann family!

## KEY DUTIES

- Generate sales calls and visit existing and potential customers
- Conduct presentations and demos, proof of concepts and any other related demonstrations as relevant to sales
- Estimate costs for engineering projects, including preparation of hardware control configuration
- Perform analyses of existing and potential customers’ needs and offer solutions that address their needs
- Negotiate tender and contract terms and conditions in line with company’s standards, rules and regulations or as directed
- Achieve sales targets on a yearly and quarterly basis
- Cooperate and coordinate with team members and other departments e.g. Technical Services, Engineering Operations and sales colleagues from other departments, in order to be able to offer solutions that fulfill the customer’s needs
- Regular update of CRM system
- Calculate client quotations

## KEY REQUIREMENTS

- Bachelor’s Degree in Engineering
- Experience in Sales component and Project will be advantage
- At least 2 years experience in Industrial Automation (PLC, Inverter, Network, etc.)
- Good Command of English & Computer Literate
- Good Presentation Skill
- Good interpersonal, Well-Organized
- Excellent Communication & Negotiation Skills
- Having positive mindset
- Own Transportation preferred

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. Siriluck Charoensuk at **[siriluck.c@rieckermann.com](mailto:siriluck.c@rieckermann.com)**

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**Rieckermann (Thailand) Co., Ltd.**

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