

## SALES MANAGER PHARMA TECH



We at **Rieckermann Vietnam** are on an exciting journey of growth and are looking for a motivated **Sales Manager** to join our team and 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

- Sales
  - Present, promote and sell industrial equipment and solutions for the pharmaceutical industry segments (processing production) to existing and prospective customers
- Marketing Strategies & Business Development
  - Plan and execute marketing strategies to reach various demographics of customers
- Customer & Supplier/Partner Relationship
  - Develop, establish and maintain long term, positive relationships with customers and suppliers/partners

### KEY REQUIREMENTS

- Degree in Business Administration or Economics and with preference of engineering degree related to pharmaceutical technologies
- Min. 5 years of machinery sales experience in the industry, with broad relationships with business-related customers
- Technical knowledge will be a plus
- Ideally experience with pharmaceutical processing machineries
- Excellent interpersonal, communication and presentation skills
- Goal-oriented, dynamic and high sense of responsibility
- Able to work well under pressure
- Able to work self-reliantly
- Team and disciplined working spirits
- Professional appearance and demeanor
- Proficiency in MS Office Applications
- Excellent written and verbal English skills
- Readiness for local and overseas travel, occasional weekend travel and evening work

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. Susie Chong** at [susie.c@rieckermann.com](mailto:susie.c@rieckermann.com)

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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.



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