

SALES MANAGER METAL PROCESSING



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 METAL PROCESSING Industry 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 Process and/or Mechanical Engineering or equivalent a proven experience in sales of CNC machine process technology and/or mass production equipment
- Min. 5 years working experiences within one of the related industries, with solid understanding of the market players and customer coverage
- Good knowledge and understanding of the technologies to present high-end and niche technology in the field of machining and automation
- Excellent interpersonal, communication and presentation skills
- Excellent written and verbal English skills
- Effective planning, analytical and implementation skills
- Good computer skills and proficiency in MS Office Applications
- Readiness to travel frequently locally and overseas and to work extra evening hours
- Working well under pressure
- Working self-reliantly
- Goal-oriented, dynamic, and high sense of responsibility
- Team and disciplined working spirits
- Professional appearance and demeanor

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

If you would like to grow with us, please apply by sending your resume to **Ms. Susie Chong** at susie.c@rieckermann.com

VN2403

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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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