

# TECHNICAL SALES EXECUTIVE - PHARMA & ENGINEERING (Full-time)



We at **Rieckermann Philippines** are on an exciting journey of growth and are looking for a motivated **Technical Sales Executive for Pharmaceutical Industry and Engineering Operation** 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
  - Identify target customers based on identified industry segments
  - Conduct market research to stay ahead of industry trends and identify potential customers
  - Develop a deep understanding of the company’s pharmaceutical machineries and solutions, including features, benefits, and ROI potential
  - Conduct technical presentations and product demonstrations to customers, answering any technical queries about machine specifications, performance, and integration
  - Manage the full sales cycle, from initial inquiry through to closing deals, ensuring timely and accurate contract documentation
  - Attend industry conferences, trade shows, and networking events to build your professional network and gather market intelligence
  - Provide accurate sales forecasts and pipeline updates to the Division Manager and Senior Manager
  - Update the Customer Relationship Management (CRM) system regularly
- Client relationship management
  - Provide excellent customer service, including post-sales support and follow-up to ensure customer satisfaction and repeat business
  - Build and maintain strong and sustainable relationships with customers by emphasizing the company’s comprehensive industrial solutions that will consistently result in repeated business, word of mouth referrals and increased sales

## KEY REQUIREMENTS

- Minimum 5 years of relevant work experience in sales, with focus on technical products or machinery sales, preferably in Pharmaceutical industry
- Bachelor’s degree in Chemical Engineering, Business, or any related field
- Solid understanding and work exposure in Pharmaceutical industry (including consumables) and Cosmetic Packaging are an added advantage
- Excellent interpersonal, communication and presentation skills
- Proven track record of meeting or exceeding sales target in B2B sales environment
- Able to manage and close sales pipeline and deals and provide tailored solutions based on customer needs
- A solution-oriented mindset with a passion for helping clients optimize their operations with advanced technology
- Good computer skills and proficiency in MS Office Applications
- Excellent written and verbal English skills
- Readiness to travel frequently locally and internationally, preferably with driver’s license and own vehicle

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.riekermann.com](http://www.riekermann.com)

If you would like to grow with us, please apply by sending your resume to **Ms. Leanne Marie Loyola** at [l.loyola@riekermann.com](mailto:l.loyola@riekermann.com)

PH2404

**Rieckermann Philippines Inc.**

215 Jaime Cardinal Sin St. Cor. Dela Paz, Pleasant Hills, Mandaluyong City, Philippines

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.



Scan to visit career page