

SALES & BUSINESS DEVELOPMENT MANAGER – ENGINEERING SOLUTIONS



We at **Rieckermann Thailand** are on an exciting journey of growth and are looking for a motivated **Sales and Business Development Manager - Engineering Solutions** to help us achieve our vision to become our customers' "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 success of our customers' manufacturing facilities is determined by the quality of their project planning, engineering design, and project management. Rieckermann provides comprehensive consulting and engineering solutions across various industries, with an extensive track record of successful projects in the pharmaceutical, life sciences, food processing, chemical and energy industries with specific and measurable deliverables.

Our engineering team offers the full suite of services, including engineering design, procurement, construction management, commissioning, qualification & validation (EPCmV), technical advice, project feasibility studies and project management.

We look forward to having you in the Rieckermann family!

KEY DUTIES

- Sales and business development, follow up on market project and implement sales acquisition plan for our Engineering Operations division in Thailand
- Recognize and capitalize on new project opportunities from thorough market analysis, staying informed about industry trends, and proactively engaging with potential clients
- Support the joint sales and marketing of Engineering services and products
- Support business development activities on validation and quality tasks across projects
- Co-ordinate project activities and communications between customers and the Engineering Operations division

KEY REQUIREMENTS

- Bachelor's Degree in Science or Engineering
- Minimum of 5 to 7 years' experience with proven track record in sales and marketing of engineering and consulting services ideally in the pharmaceutical industry
- Previous experience as design engineer for factory design in either pharmaceutical, dairy or semiconductor is a plus, but not necessary
- Demonstrate strong communication, leadership and interpersonal skills
- Excellent proficiency in written and verbal English
- Extensive knowledge of international and local guidelines and regulations as applicable to the life science industry
- Capable of identifying customer requirements and translating them into practical solutions
- Advanced use of MS Office suite of products and Salesforce

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. Siriluck Charoensuk at siriluck.c@rieckermann.com

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