

SALES EXECUTIVE FOOD PROCESSING



We at **Rieckermann Philippines** are on an exciting journey of growth and are looking for a motivated **Sales Executive** 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.

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 Managers
 - 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 of 3 years of experience in sales, with a strong focus on technical products or machinery sales in the Food Industry
- Bachelor’s degree in Engineering, Food Technology, Business, or related field
- Strong understanding of food production processes, particularly **Oils and Fats, Confectionery, Bakery, and Fruits and Vegetables**
- Proven track record of meeting or exceeding sales targets, especially in B2B sales environments
- Excellent interpersonal, communication and presentation skills
- Working well under pressure
- Working self-reliantly
- Goal-oriented, dynamic and high sense of responsibility
- Team and disciplined working spirits
- Professional appearance and demeanor
- Effective planning, analytical and implementation skills
- Good computer skills and proficiency in MS Office Applications
- Excellent written and verbal English skills
- Readiness to travel frequently locally and overseas

Rieckermann is a privately-owned group of companies providing international industrial solutions. We have more than 750 employees at 23 offices in 16 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. Leanne Marie Loyola at **l.loyola@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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