

PORTFOLIO SALES MANAGER — SUSTAINABILITY RECYCLING & ENERGY TECHNOLOGIES



We at Rieckermann India are on an exciting journey of growth and are looking for motivated **Portfolio Sales Manager for Sustainability, Recycling & Energy Technologies** to help us achieve our vision to become “your first-choice industrial solution provider”. At Rieckermann, we value your unique skills, talents, and contributions at every stage of your career. Here, you can shape your professional journey and explore our wide industry expertise. Make your impact in a collaborative, international work environment with a long-standing tradition of upholding quality, commitment, and trust.

The **Portfolio Sales Manager (Sustainability, Recycling & Energy Technologies) – Chemical and Energy** will support Rieckermann India to manage the marketing and sales activities of Rieckermann’s leading and owned technologies such as sustainable plastic recycling technologies including plastic to oil pyrolysis, tire to product, sustainable plasticizer or bio solvent production. This includes thorough understanding of Indian market for recycling industry segments and being commercially astute.

We look forward to having you in the Rieckermann family!

KEY DUTIES

- Project Development and Sales - Effectively present, promote and sell Sustainability, Recycling & Energy Technologies to existing and prospective customers
- Future Energy Growth - Comprehensive understanding on market trends opportunities and knowledge on regulations to assist in the development of business opportunities for Sustainable & Energy Technologies
- Partner Liaison - Establish a good relationship with relevant partners

KEY REQUIREMENTS

- Bachelor’s degree in Chemical or Process Engineering
- 8 – 10 years of sales experience with focus on process technology or projects
- Solid experience in mechanical and chemical recycling market segments is preferred
- Experience in an international business environment
- Excellent interpersonal, communication and presentation skills
- Proven track record of meeting or exceeding sales target in B2B sales environment
- A solution-oriented mindset with a passion for helping clients optimize their operations with advanced technology
- Goal-oriented, dynamic and high sense of responsibility
- Team and disciplined working spirits
- Self-motivated and independent
- Professional appearance and demeanor
- Digital-savvy and proficient in MS Office Applications and Salesforce
- 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 are an excellent **Portfolio Sales Manager (Sustainable & Energy Technologies)** and looking for an opportunity for further career advancement, please apply by sending your resume to Ms Nadia Pakharudin at career@rieckermann.com

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Rieckermann (India) Private Limited

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