

SALES MANAGER – HP INDIGO



We at Rieckermann Malaysia are on an exciting journey of growth and are looking for dynamic **Sales Manager** for our HP Indigo division 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.

We look forward to having you in the Rieckermann family!

KEY DUTIES

- Sales - Effectively present, promote, and sell industrial equipment and tailored solutions of HP Indigo digital printing series, including engineering services, to printing and packaging & material industry customers
- Market Research - Conduct in-depth market research and analysis to support strategic sales planning, while staying current with emerging trends
- Business Development - Boost business growth through sustained market visibility, input on local marketing initiatives, and active participation in domestic and international industry events
- Customer Relationship Management - Strengthen client relationships through regular visits, tailored solutions, and comprehensive risk assessments

KEY REQUIREMENTS

- Bachelor's degree in Marketing & Sales, Business Management or Engineering, or relevant qualification
- Minimum of 5 years' experience with proven track record in sales of machineries ideally with strong industrial background (printing industry)
- 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
- IT-savvy and proficient in MS Office applications and Salesforce CRM
- Excellent written and verbal English skills
- Readiness to travel frequently locally and internationally

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 **Sales Manager – HP Indigo** 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 (Malaysia) Sdn. Bhd.

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