

The REISER Top Ten

Why Should a Salesperson want to work at REISER

10. Industry leading service support in place to make your customers smile and come back to you: Help Desk available 365 days a year, \$20MM++ in Parts inventory. Quick delivery and install. 98% fill rate for parts overnight- your customers are always up and running!

9. Customer Center helps you sell: Our Customer Center is designed to help close your deals. Experts on hand for product development/testing, formulation development/testing as your customers' needs dictate. This Customer Center is for YOU to show your customer our commitment to them.

8. Supplier Partnerships with leading industry manufacturers: Reiser maintains long-standing relationships and shares ownership with many of our key supplier partners – don't have to worry about losing a product line. High quality machines with continual new product development. AMFEC, Holac, Vemag, Repak, Ross, Seydelmann, Fomaco, SuperVac, Fabbri.

7. World Class Sales Support, we help you sell Solutions, not just machines: Reiser is focused on providing our Sales People with world class support (meat scientists, equipment technicians, bakery experts, packaging experts, sales training, engineering, project managers) enables you to focus/ build your Customer relationships.

6. Committed to continued future growth: We have been in business for over 50 years, are privately held, family owned (and actively led), and very financially strong. Currently in the process of expanding our operating facility by almost 70%. Decisions are made and acted upon quickly, no corporate red tape.

5. Benefits to protect you and your family: Outstanding benefits including health, dental, life and matching 401K to ensure family is taken care of.

4. Advertising to create additional opportunities to sell: Our advertising is some of the most extensive in the industry, our name recognition is foremost in the industry and the equipment is world class. Reiser is one of the only companies to operate full line systems at all Trade shows.

3. Customer Financing – Because of Reiser's financial strength, it finances its own deals. We are the "Bank"! No delays or credit issues created by third party lenders. Most creative finance terms in the industry.

2. We train you to be the best: Professional sales training by Sandler, two week-long sales meetings each year, supplier visits and Field Managers dedicated to each region. We give you the tools to be successful.

1. Compensation – the more you sell, the more you earn!: Highly competitive base salary, plus car allowance, travel expense reimbursement, cell phone, plus variable commission program that is NOT capped! Also, at Reiser you don't "split" commissions with National Accounts or your Territory Mgr or your Regional Mgr or your field service technician, or any of your specialists (bakery, project managers, meat scientists, etc). You own all the deals in your territory. You can also earn additional commission directly from AMFEC and JLS sales.