



Example of Account Engineer Job Description

Powered by www.VelvetJobs.com

Our growing company is looking to fill the role of account engineer. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for account engineer

- Liaise with the sales teams from the Dry and the Wet channel to make sure that quotations are made and followed up to convert opportunities into sales
- Give presentations to specifiers and key accounts
- Participate in customer events of wholesalers to which assigned key accounts and specifiers are invited
- Work on a Daily basis with CRM tool to share information with colleagues and to follow up on daily activities
- Engage with our customers in the Swiss markets to understand business needs
- Work with SMEs to provide cost estimates and rationale for engineering tasks (support for Rough Order of Magnitude (ROM) development, Basis of Estimate (BOE) development, proposal efforts)
- Track, coordinate and report on status of technical deliverables from interdivisional counterparts (ie
- Manages multiple, ongoing, opportunities
- Demonstrates technical and business expertise and maintains a high level of credibility
- Seeks out, targets and initiates contact with multiple prospective customers in alignment with JCI strategy

Qualifications for account engineer

- Ability to establish and maintain rapport with clients
- Strong team player able to coordinate the efforts of a team of internal resources to bring client issues to closure
- Must have basic understanding of standard contract language
- The ability to work remotely with a strong work ethic and able to travel as needed