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# Example of Project Sales Job Description

Our company is growing rapidly and is looking for a project sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for project sales

* Liaise between the different departments (Applications, Operations, Contracts & Risk and Finance)
* Identify Competition and report the technical position
* Focus on Contractor/Engineering relationship development
* Engage various customer groups with focus on customer engineering
* Review Client documents for Scope of Work, Terms and Conditions, key Contract dates
* Routinely author and modify Tables of Contents and other structured documentation to ensure Bid will be compliant with Client requirements
* Compile and submit the Proposal document according to Tender requirements
* Develop queries to access information
* Maintain Pricing database, reaching out to sales executives
* Update Assignment tables or others reports as needed

## Qualifications for project sales

* Experience using a order processing system, SAP experience is preferred
* Experience in the valve, water or pump industry is desirable
* Exposure/Experience working with international business practices is preferred
* Proficient in reading and interpreting design prints and customer specifications
* Excellent project management skills, with the ability manage multiple projects simultaneously
* Demonstrated ability to develop and execute action plans