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# Example of Senior / Sales Engineer Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of senior / sales engineer. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for senior / sales engineer

* Ensuring profitable business growth for drives business in Taiwan
* Developing relationships and establish contacts with strategic customer
* Elaborating and sending the sales proposals (quotations) according to the customers' needs, following up customers aimed at ensuring sale closing, request for creation of the sales order, monitor closing of the orders with the correct information and dates up to invoicing
* Feeding and updating Company systems and pipeline with activities and opportunities continuously
* Develop and support products in the market, through contact with new customers and end users of the solutions, participation in specialized fairs, identification of new business opportunities and analysis of the market status
* Collaborating with cross border DD team member and Act according to the company’s Ethical guidelines and its Quality Policy
* Acting as the Sales support and resolving business related issues
* Displaying high level of critical thinking in cross functional process and problem resolution
* Work closely with the Sales team to provide pre-sales assistance in support of the successful achievement of sales targets while adhering to cost of sales objectives
* Illustrate the value of the Digital solution sets to prospects in a compelling manner

## Qualifications for senior / sales engineer

* Strong sense of responsibility and ownership for the success of projects
* Proven experience of the online video industry (OVP, Streaming Media, DRM, CDN, Commerce, AdTech, Broadcasting)
* Minimum of 10 years experience with financial institutions or technology vendors servicing financial institutions
* 10+ years of hands-on experience with IP/MPLS networking at layers 2-4
* Identify the rules and regulations require for compliance of bids
* Where ever necessary, assist the project management in the Onshore package and