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# Example of Service / Sales Engineer Job Description

Our company is looking to fill the role of service / sales engineer. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for service / sales engineer

* Able to travel within territory approx
* Responsible for assigned implementations of the Enterprise Services suite Asset & Service Management solutions
* Lead and participate in sales teams, develop solutions and set up service proposals for control systems for hydropower stations, including systems for HV and MV switchgear, auxiliary equipment and generators
* Full responsibility for developing, selling and maintaining service agreements for our customers
* Interact with technology, supply chain, product management, quality, sales, requisition engineering, quotations, materials and field service to provide technical and commercial solutions for customers
* Work in the West Burlington Iowa plant / office
* Deliver Service, Rental, Parts and Services Agreements revenue in line with individual targets
* Drive growth through portfolio management and new products launched
* Identifies current and future service opportunities by adopting consultative sales approach
* Manage linkage rate by ensuring service contracts are sold within the first year, focusing on Multi-Year Agreements (also including “All-Inclusive” service agreements)

## Qualifications for service / sales engineer

* No relocation package is offered for this position
* Candidate must possess at least a Bachelor's/College Degree or Professional License (Passed Board/Professional License Exam) in Engineering (Electrical/Electronics) or equivalent with at least Five (5) years of successful experience in sales or in the field of Critical Power Support business or in Uninterruptible Power Supplies, Power Supply Support Systems and Maintenance
* Monthly report to Sales Manager and participate in sales meeting to ensure overall offering / execution cases are on track
* Close cooperation with accounting team for collecting of the payment on time
* Bachelor degree (S1) in electrical engineering with major study in Power System or Automation from reputable University with minimum GPA 3.0
* Having minimum 3 years working experience as Sales Engineer from the Electrical or Automation company