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# Example of Service / Sales Engineer Job Description

Our growing company is looking to fill the role of service / sales engineer. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for service / sales engineer

* Understand the channel strategy, prepare sales plan, review and propose recovery plan
* Monitor sales proposals, tenders and follow up proposal statistics
* Contribute to risk assessments related to price and quality
* Service sales delivery
* Technical & commercial proposal writing
* Support pricing development
* Occasionally work evenings or weekends to satisfy proposal due dates
* Maintain proper communication with internal customers, including price and product feedback on both commercial and technical issues
* When required, visit customer site to address customer needs
* Track proposal and order hit rate activity, enabling field management and outside sales engineers to monitor for customer/channel partner effectiveness

## Qualifications for service / sales engineer

* Applicants must be willing to work Visayas Region (Central, Eastern & Western) and willing to travel frequently
* Parts sales forecasting for the region w.r.t
* Arrive at special costing for high value items like compressors, motors
* Provide data support for reporting to CRM incl
* Look at the overall data quality of DFSD-add SSEs, facilitate access, provide training
* Strong communication and presentation skills with good mechanical and technical aptitude· Ability to comfortably present and train large and small groups of people· Good interpersonal skills· Excellent team player with leadership skills· Customer focus · Strong communication· Problem-solving· Result-oriented with outstanding business acumen· Self motivated· Proactive · Able to use own initiative