



# Example of Applications Sales Job Description

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Our innovative and growing company is hiring for an applications sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for applications sales

- Provide quality technical sales support to 3rd party channel partners to enable them to successfully sell Wedeco products in the assigned territory
- Proficiently apply UV Disinfection, Advanced Oxidation and Ozone products and processes to best serve the needs of our customers and comply with Corporate, Professional, and Industry standards
- Review and comprehend the customer's specific technical requirements primarily communicated through design plans and specifications
- Provide technical support to the Senior Sales Engineers and Regional Managers for preparation of bids and proposals
- Interface with Product Managers, Project Engineering, and Purchasing as required to understand and account for project execution strategies, schedules, and costs in the development of tender deliverables
- Support the bid and tender process ensuring all milestone dates are met, all documentation is prepared and stored in accordance with Company standard procedures, risk assessment process is followed, and all CRM information is properly updated through the life cycle of each sales opportunity
- Prepare and administer tender package consisting of bid forms, technical proposals, drawings, cost estimates, pricing, production and delivery schedules, and additional information as required in accordance with existing company standard procedures and policies
- Develop sales handover documentation packages that outline all required information and correspondence relevant to executing the project orders
- Engage in project kickoff meetings to ensure smooth handoffs to project

- Work with Regional Managers and Senior Sales Engineers to provide web-based, lunch and learn, or trade show based training on updated products, applications, and success stories to 3rd party channel partners and key customers to grow the opportunity funnel

## Qualifications for applications sales

- Understand how to communicate with and address the different and specific challenges faced by various stakeholders within an organization including IT, Legal, Compliance, line-of-business owners and C-level executives
- Expand the number of ASG solutions sold throughout the Region, through supporting net new logo sales and/or cross-sell campaigns to existing 'legacy' customers
- Assist with RFP/RFI responses, overseeing and providing quality assurance for complex ASG solutions RFP responses
- Extensive (Solution) Sales and/or consultative selling experience within the data and information management market
- Ability to penetrate accounts and meet with Bachelor degree or equivalent
- Ability to gain respect from your team and lead them to success, demonstrate value-add principles to both the team and individuals