



# Example of Engineer, Sales Job Description

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Our company is looking to fill the role of engineer, sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for engineer, sales

- Creates formal networks with partner engineers in assigned focus partners
- Organize and deliver partner enablement activities and trainings with sales, SE & CDM teams
- Provide regular and efficient updates / assessment on assigned focus partners to enable partner engineers
- Present shoulder to shoulder with sales representatives to clients in-person and over the phone
- Work with account management and other operational groups to seamlessly transition customers from pre-sales to production, and participate in renewal strategy
- Read the market" to anticipate customer desires and demands, and to stay at the forefront of digital media, ad tech and the connected fitness and health category
- Work with the Business Intelligence team and use reporting toolset to query user data that supports the appropriate (data-driven) story throughout the pre-sales process
- Prepare and achieve annual sales plan
- Regularly assess and report market size, competitiveness, market share
- Customer contact and care

## Qualifications for engineer, sales

- Strong understanding of telecommunications voice services, phone systems, (KEY and PBX), and MPLS

based services like VoIP and IaaS

- Understanding of VMWare solutions and collocation / Hosted data center providers is a plus
- 5-7 years technical experience in or around signal transmission over copper and fiber medium for both wired and wireless applications in the enterprise space
- Candidate should be in the process, or already have passed their RCDD exam – consideration given to those with other BICSI Certifications, PMP, CDCP or other Data Center certification
- 5-7 years' experience or certification with major test instrument manufacturers (Fluke, JDSU, Ideal) or adjacent product manufacturers