



Example of Field Engineer & Sales Job Description

Powered by www.VelvetJobs.com

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

Responsibilities for field engineer & sales

- Maintain accurate reports and records review order status and customer sales activity
- Develop long term business relationships with strategic OEMs//Tier1 suppliers
- Generate revenue and sales funnel growth consistent with company goals
- Coordinates, schedules, and executes activities (training, visits, audits,) in the assigned territory in partnership with cross-functional team members as needed
- Responsible of executing, directly or in collaboration with other resources, the sales process necessary to get the orders and achieve and even exceed the annual sales target
- Quoting process via CRM system
- Lead Sales process end-to-end at Customer
- Built up project pipeline and sales funnel
- Prepare and present Go/No-Go to Regional Management
- Key point of contact for Western Operations Region Sales and Operations Teams, answering queries, providing technical advice and new product introductions

Qualifications for field engineer & sales

- Extensive experience with routing protocols such as BGP, ISIS, OSPF, RIP knowledge of emerging technologies

- Ability to understand decision-making process and influence multiple decision makers in the sales process
- Results driven with ability to manage multiple priorities and highly effective follow through skills
- Engineering degree or comparable technical education