



Example of Field Engineer & Sales Job Description

Powered by www.VelvetJobs.com

Our innovative and growing company is looking for a field engineer & sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for field engineer & sales

- Anticipates future legislation, advising sales force and customers on product, services, or equipment adherence to requirements
- Contributes to sales effectiveness by identifying short-term and long-range issues that must be addressed
- Contributes to team effort by accomplishing related tasks as needed in a timely fashion
- Contributes to sales force product and system knowledge through training presentations
- Support targeted sales growth at a rate and profit margin consistent with the strategic business plan
- Support sales force to drive wider and deeper account penetration with new and existing accounts through
- Establish and maintain a high level of quality and timely service to district office sales force
- Meets deadlines as established by RFP's, sales team, and end-user
- Acts as a central point of contact to support district sales teams to service existing or assigned account's security needs as a technical resource
- Researches and provides solutions for uncommon parts, software, or needs that might arise on security projects

Qualifications for field engineer & sales

- BS/MS in Electrical Engineering, Computer Engineering, Computer Science or

- 7+ years of software field sales experience in the technology sector, complemented with a strong marketing strategy twist
- An added advantage also for experience on product or solution development lifecycle
- 5 years industry experience, ideally as process engineer
- Manages Complexitiy
- Pursuing a BS or MS degree in Computer Science, Computer Engineering, Information Technology, MIS, and an emphasis on Software Design practices preferred and scheduled to graduate in December 2017– July 2018