



Example of Field Engineer & Sales Job Description

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Our innovative and growing company is searching for experienced candidates for the position of field engineer & sales. 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 field engineer & sales

- Maintain current knowledge of competitive products and system characteristics, including knowledge of local competitive pricing
- Develop Service Partner network to defined standards
- Provide product feedback to the PM Teams in a constructive and usable manner
- Resolve customer's technical issues, quickly and professionally
- Provide support / training for field sales personnel
- Ensure WABCO product documentation is in place and relevant
- Make sure that all activities are directly and/or indirectly focused on sales of WABCO products and/or services
- Provide technical sales support within assigned geography by calling on dealers and distributors often partnering with a Regional Sales Manager
- Present complex security product demonstrations
- Achieve the annual Bookings and Sales Budgets for Flow Business Unit and the assigned geographical area

Qualifications for field engineer & sales

- Knowledge of multitenant and cloud switching deployments
- Knowledge of Server and Storage virtualization
- Proven Technical Translator skills, ability to explain technical concepts to non-technical audiences

- Execute Sales Business Plans and Strategies to maximize revenue growth, increase market share, and position the company as a strategic supplier to a key global customer
- Develop and establish strong cooperative relationships with all levels of the customers' regional organization and departments