



Example of Sales Engineer Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of sales engineer. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for sales engineer

- Proactively develop and manage a list of potential customers via follow-ups, networking, prospecting, cold calling, customer referrals, leads, cross-group-applications, community involvement and other innovative means of developing business
 - Built up a relationship network with decision makers at key prospects/customers
 - Develop and own selected high potential Key Accounts for defined brands
 - Drive, coordinate, negotiate and close projects with defined key brands in North America
 - Close collaboration with key suppliers and other parties to push brand business
 - Collect and provide market intelligence and competitive analysis for branded products
 - Introduce and promote new product solutions (joint selling with existing portfolio)
 - Work with Product Solution Manager in developing sales targets and other performance measures
 - Define sales budget for branded products together with Product Solution Manager
 - Provide progress report on branded product business development activity and result
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- 5+ years of experience with technical presales and consultation of Enterprise Solutions
- Must have thorough understanding of, and experience with, servers, storage, associated storage area networks and enterprise software
- Ability to work effectively, independently and closely together with sales teams
- Be a hunter instead of a farmer, capable and able to find opportunities!
- Four years university education, majored in Electrical/Electronic Engineering or related
- 5+ Years sales experience in Tel/Data or related industries