



Example of Sales Engineer Job Description

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Our company is growing rapidly and is looking for a sales engineer. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for sales engineer

- Analyse and manage customers' technical requirements with regard to composite materials use and applications
- Coordinate internally with all departments in order to provide the customer the right level of technical and quality support
- Secure business growth by supporting material qualifications at the customers
- Regular product information to customers (trade fairs, presentations, customer visits)
- Evaluation of complaints and coordinate the relevant corrective actions
- Formulating and executing formal account plans for sales channel partners, including distributor, repair companies, and municipal water representatives end users, OEMS and engineering contractors
- Continually evaluate sales channel partners to determine if they are the best fit for our organization's needs
- Maintain current information in the project tracking CRM system regarding major projects, project timing and forecasts and respond timely to request for actions associated with projects
- Communicate project, territory, sales channel, or any other information as requested by Regional Manager
- Provide exemplary pre-sales technical expertise through technical and product presentations, demonstrations, pilot implementations, and on-going sales consultation

Qualifications for sales engineer

- Successful sales management experience in direct account (important) and retail channel
- Bachelor of Arts / Bachelor of Science degree at accredited 4-year college
- Commitment to continuing education via internally provided sources external trainings and certifications as pertaining to position
- Ideal candidate must be self-motivated with a proven track record in technical knowledge and specifically relating to voice and networking
- Understanding of routers, switches, and enterprise LAN & WAN technologies including deep knowledge of TCP/IP and OSI layer model in business applications
- 5-7 Years' Experience with software drawing packages, images and systems strongly desired