Our company is searching for experienced candidates for the position of sales engineering. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for sales engineering

- Develop and communicates policies that affect SE function
- Assure adherence to budgets, schedules and work plans
- Provide direction and strategy to Senior Managers to ensure operational excellence
- Act as a key interface between Sales and Product Management to ensure product features, improvements and issues are being surfaced to the Product organization in a timely manner
- Provide status updates on scheduling, account status, and other issues to EVP, Sales North America and VP, Sales LATAM, EMEA and APAC
- Coordinate production of Product Information materials used by Sales staff (Product
- Ensure consistent and accurate engineering information delivered to dealers internal customers
- Provide business and technical support to your Reps in their customer accounts
- Develop and manage a tactical feet-on-the-ground support model that allocates SE resources to achieve the highest standards and deliverables
- Provide guidance to revenue leaders on technical sales strategy, product strengths and obstacles represent the needs of the business to executive staff

Qualifications for sales engineering

- Good knowledge of MF business and Product range
- Understanding of agricultural machinery including the basic engineering principles involved in
- Proven project management skills including experience with document management and project tracking
- Ability to accurately scope out detailed technical projects and understand how schedule and budget issues will impact profitability and ability to successfully deliver complex solutions to our customers
- The ability to work well under pressure and take a proactive approach in handling issues, providing solutions and/or acting as a change manager