



# Example of Sales Engineering Job Description

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Our company is hiring for a sales engineering. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for sales engineering

- Coordination and drive of all the major domestic protective business that is influenced by American companies and create a specification base in North America
- Identify, establish and ensure excellent contacts with key American companies
- Ensure that company is specified with the most suitable and competitive systems in owners, engineering firms, and contractors
- Proactively identify, track and coordinate projects, always involving the relevant colleagues and functions
- Prepare and deliver compelling technical presentations to asset owners and engineering firms
- Initiate and execute networking events (customer seminars and other) based on a well-defined yearly plan
- Understand and capitalize on companies strengths against key competitors in the market
- Manage requests for support that are originated by other colleagues overseas
- Ensure the information on all activities regarding customers/projects is available to the company and that all relevant colleagues are properly involved
- Ensure that the Pre-Sales Organization continues to develop robust processes to deliver productive, disciplined and effective ways of doing business

## Qualifications for sales engineering

- May require extended work hours to meet the needs of the team and customers
- 7-10 years of experience in sales engineering, selling to commercial and EDU accounts
- Technical background in messaging and security
- A thorough background of Internet protocols and how they work (HTTP, SMTP)
- Knowledge of networking topology, TCP/IP protocol, and network configuration and components (firewalls, routers, load balancers)
- CISSP and related certifications are a plus