



# Example of Sales Engineering Job Description

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Our growing 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

- Prepare and estimate molding quotations for clients
- Present quotations to client
- Prepare and distribute quote worksheets and other corresponding documents to QC, Scheduling, Operations Manager or President
- Assist clients with engineering, tooling, and support for all jobs and programs
- Develop marketing plans to ensure flow of new business in current markets and seek business in new markets
- Maintain quote database
- Call and or visit clients and or new potential clients to ensure and develop new work
- Complete all work in a safe manner and in accordance with ISO9001 and other standards
- Develop and maintain an ongoing sales funnel
- Assist with material purchases

## Qualifications for sales engineering

- Demonstrate excellent report writing and verbal communication skills within all levels of the organization
- Bachelor's Degree in Engineering or related technical discipline required
- Must be currently enrolled in a university degree program preferably in engineering
- 2 semesters or better of work towards related discipline

- Ideally degree qualified with MBA or equivalent business experience being an advantage