



Example of Technical Sales Specialist Job Description

Powered by www.VelvetJobs.com

Our innovative and growing company is looking for a technical sales specialist. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for technical sales specialist

- Support region commercial teams and account sales with Request for Quote (RFQ) and technical support process
- Review customer specifications, recommend appropriate product for application, and develop technical quotes for commercial (inside & outside sales teams)
- Monitor customer opportunities and respond/engage as required to maintain and grow orders
- Create and monitor metrics (KPIs) associated with role
- Build and maintain relationships with the regional sales managers and channel
- Build relationship with internal design engineering team, and work closely with them to establish an effective rhythm for Request for Quote (RFQs) that require additional design work
- Develop product expertise...create product instructional materials as required
- Provide product operation & installation support post sales technical support as needed
- Develop FAQ and application manuals to help standardize messaging to customers
- Maintain a high level of service as customer base increases

Qualifications for technical sales specialist

- Interlock with ISV partner proactively to build the market for net-new

- Familiar with CAD software such as AutoCAD, Revit Series (Arch/Stru/MEP), Civil 3D
- 3+ years working Experience in architecture industry or BIM technical support role
- Good communication and team work ability
- Familiar with at least one of the leading CAD software, such as Inventor, AutoCAD, Pro/E, UG, Catia, Solid Works
- Knowledge of the competitive landscape of the MFG market and ability to position different solutions