



# Example of Technical Sales Specialist Job Description

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Our growing company is hiring for a technical sales specialist. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for technical sales specialist

- Product support champion of instrumentation products
- Learn regional code requirements
- Work with Product management to develop technical training materials... present as required
- Support online, customer-facing, prospect, and education activities- such as trade events, user conferences, delivering Proofs of Concept, delivering Bluemix capabilities demonstrations, writing articles, support hackathons
- Maintain and grow ADM business as sales representative
- Call customers directly to collect customers' and competitors' intelligence
- Respond to customer requests for product & technical information
- New sample shipment arrangement including necessary documentations such as MSDS
- Compiling and maintaining monthly, quarterly and yearly sales figures
- Maintain customer and Taiwan market information

## Qualifications for technical sales specialist

- Deep knowledge (5+ years) of design and visualization Software
- Knowledge of competitive tools in the Industrial Design market and ability to position different solutions
- Familiar with at least one of the leading engineering CAD software, such as Inventor, Pro/E, NX, Catia, Solid Works
- In-depth knowledge and experience of Construction Planning Solutions
- Prepared to travel across the MEA region, and EMEA when required

