



Example of Technical Sales Specialist Job Description

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Our company is looking to fill the role of technical sales specialist. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for technical sales specialist

- The TSS is a highly technical position and requires in depth knowledge of branched DNA products and Luminex assays
- Participate in important conferences organized by Chinese experts to introduce the applications of Ion Torrent/CE/LCM/PCR/MicroArray products
- Improve self-competence continuously to accord with developing customer's needs & solutions, especially in project management, product technology in application level, commercial skills
- Collects technical and marketing information and prepares for distribution and/or presentation for all LCT products
- Establishes, manages, coordinates and conducts sales and marketing requirements for LCT products
- As the Principal Customer Representative for Tap Changers in North America, we serve local customers from the global tap changer portfolio – this involves effectively responding to customers' needs, and ensuring their satisfaction
- Manage pre-sales and post-sales activities for tap changers
- Maintain a map of the competitive landscape, market size, and market trends
- Coordinate and manage activities with the Product Group and the Sales teams
- Support Account Managers to successfully conduct negotiations with major customers for the business

Qualifications for technical sales specialist

- Bachelor Degree, 3 years of working experiences in game engine or virtual reality required
- Prefer to have the experiences in technical support /consulting service/business development
- Candidates must successfully complete an employment background investigation and drug screening
- Less than 10% travel is anticipated
- Bachelor degree or higher, science or engineering background is preferred