



Example of Technical Sales Specialist Job Description

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Our growing company is searching for experienced candidates for the position of technical sales specialist. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for technical sales specialist

- Delivering management level reports covering all activities
- Use FTM "Follow the Molecule" methodology to track every therapeutic product under development in their territory
- Business development mindset a must
- Managing existing accounts and prospecting for new business that will contribute to sales growth, including
- Generates new business by expanding opportunities, developing leads, applying direct sales methods, employing cross selling tactics, using adjacent selling techniques
- Develop a complete understanding of market potential and needs, monitor competitive activities at Non-Marina customers
- Take necessary business trips and actively participate in sales meetings and training, trade shows, seminars as required
- Co-create new ways of doing business with clients, using High Performance Computing solutions
- Meet sales quota expense targets for assigned territory
- Effective sales strategies and negotiation techniques are needed to proactively seek out sales opportunities and respond to the needs of the customers and potential customers with innovative solutions

Qualifications for technical sales specialist

- Sales or marketing experiences to tsmc is preferred

- Hands-on experience in technical marketing, commercial negotiations, business planning, strategy development and execution
- Strong teamwork spirit and inter-personal communication and influencing skills
- Well-disciplined in traveling nationwide alone to visit customers
- Familiar with at least one of the leading CAD/CAM software, such as POWERMILL, FEATURECAM, POWERSHAPE, Work-NC, Tebis, HyperMILL, VISI, NX-CAM, Catia-CAM