



Example of Technical Sales Specialist Job Description

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

Responsibilities for technical sales specialist

- Weekly discussions with sales manager and product manager regarding territory activity
- Perform technical troubleshooting to ensure successful close of business
- Pro-actively engage to deliver extensive training for our customers/channel partners
- Liaise with technical/operations teams to ensure excellent communication channels exist to facilitate the successful handover and execution of the new and current business
- Support marketing strategy and business development teams as appropriate
- Ensure timely and professional submission of all information as requested by clients, ensure follow-up
- Maintain positive relationships with current and potential clients through regular contacts
- Assist in invoicing and provide support to collection as determined by the Business Manager
- Identify the technical shared value of each party in the relationship to create and execute a strategic business and marketing plan
- To find potential customers, Technical Sales Specialist follows up on recommendations from current clients, read journals and search the Internet

Qualifications for technical sales specialist

- Firm knowledge of CNC Machines and CNC Controls
- Knowledge of the competitive landscape in the CAM market and ability to

- A passion for doing right by the client
- An appetite for being a part of a breakthrough approach to security and privacy
- CISSP Qualified (preferred)