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| **JOB DESCRIPTION** | | | | | | |
| **DATE:** | | | | | | |
| COMPANY: |  | | JOB TITLE: | | SALES ENGINEER | |
| DEPARTMENT: |  | | CURRENT INCUMBENT: | |  | |
| DIRECT SUBORDINATES: |  | | INDIRECT SUBORDINATES: | |  | |
| BRIEF DESCRIPTION: | | The post of sale engineer entails selling business goods or services, the selling of which requires a technical background equivalent to a baccalaureate degree in engineering. | | | | |
| QUALIFICATIONS & REQUIREMENTS: | | * A bachelor’s degree or equivalent; * Ability to persuade others to change their minds or behaviour; * Ability to consider relative costs and benefits of potential actions to choose the most appropriate one. | | | | |
| COMPETENCIES: | | * Cooperation — Job requires being pleasant with others on the job and displaying a good-natured, cooperative attitude. * Initiative — Job requires a willingness to take on responsibilities and challenges. * Independence — Job requires developing one's own ways of doing things, guiding oneself with little or no supervision, and depending on oneself to get things done. * Persistence — Job requires persistence in the face of obstacles. * Achievement/Effort — Job requires establishing and maintaining personally challenging achievement goals and exerting effort toward mastering tasks. | | | | |
| TASKS: | | * Collaborate with sales teams to understand customer requirements, to promote the sale of company products, and to provide sales support; * Confer with customers and engineers to assess equipment needs and to determine system requirements; * Develop, present, or respond to proposals for specific customer requirements, including request for proposal responses and industry-specific solutions; * Diagnose problems with installed equipment; * Plan and modify product configurations to meet customer needs; * Prepare and deliver technical presentations that explain products or services to customers and prospective customers; * Provide technical and non-technical support and services to clients or other staff members regarding the use, operation, and maintenance of equipment; * Recommend improved materials or machinery to customers, documenting how such changes will lower costs or increase production; * Secure and renew orders and arrange delivery; * Sell products requiring extensive technical expertise and support for installation and use, such as material handling equipment, numerical-control machinery, and computer systems. | | | | |
| LINES OF COMMUNICATION: | | SPECIFY | | | | |
| WORKING CONDITIONS: | | Indicate whether the position is half time or full time. List any unique working conditions such as hours  etc. | | | | |
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| SIGNATORIES: | | | | | |  |
|  | NAME: | | | DATE: | | SIGNATURE: |
| INCUMBENT: |  | | |  | |  |
| LINE MANAGER: |  | | |  | |  |
| HR MANAGER: |  | | |  | |  |