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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.
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| 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.
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| 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.
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| 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: |  |  |  |