Technical Sales Engineer

**Job Description:** Use technical knowledge about industry products to provide sales advice and support to customers.

**What does a Technical Sales Engineer do?**

* Sell products such as material handling equipment, numerical-control machinery, computer systems, and more
* Provide technical expertise and support for installation for products sold
* Work with sales teams to understand customers’ needs and promote appropriate products
* Arrange demonstrations or trials of equipment
* Research and identify potential customers for products or services
* Recommend materials and machinery to customers that could increase efficiency or lower costs in production
* Keep track of account activities, business transactions with customers and suppliers, and generate reports

**Your Interests:**

* Do you have an interest in technical knowledge and machines?
* Are you good at communicating with others?
* Do you like working with others to solve problems?

**Outlook: Bright**

Average Salary - $52.32 hourly, $108,830 annual

Projected Job Openings – 6,700 over the next 10 years.

**Education/Program of Study:**

* Most occupations require a bachelor’s degree
	+ Majors are typically held in Engineering related fields