



STEM Careers

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

Sources:

<https://www.onetonline.org/link/summary/41-9031.00>