

## Sales Engineers

41-9031.00



**Description:** Sell business goods or services, the selling of which requires a technical background equivalent to a baccalaureate degree in engineering.

### Other Resources:

[ONET Link](#)

[MyNextMove Link](#)

**Sample of Reported Job Titles:** Product Sales Engineer, Sales Engineer, Technical Sales Engineer

### Job Zone

**Title:** 4 - Considerable Preparation Needed

**Education:** Require a four-year bachelor's degree.

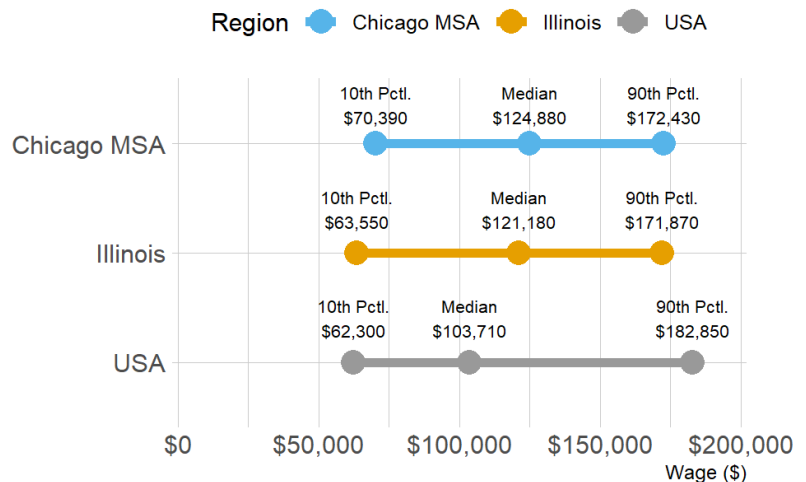
**Experience:** A considerable amount of work-related skill, knowledge, or experience is needed.

**Training:** Several years of work-related experience, on-the-job training, and/or vocational training needed.

**Core Certifications:** Certified New Home Sales Professional

**Hot Technologies:** Ab Initio, Apache Cassandra, Apache Hadoop, Apache Pig, Apache Struts, Autodesk AutoCAD, C++, Extensible markup language XML

Region	Employment	Location Quotient	Median Wage
Chicago MSA	1,130	0.63	\$124,880
Illinois	1,370	0.58	\$121,180
USA	59,550	—	\$103,710



### Top 5 Core Tasks According to Current Job Holders

**Importance**  
**Frequency (out of 100)**

Collaborate with sales teams to understand customer requirements, to promote the sale of company products, and to provide sales support.

Daily

85

Sell products requiring extensive technical expertise and support for installation and use, such as material handling equipment, numerical-control machinery, or computer systems.

More than monthly

84

Plan and modify product configurations to meet customer needs.

More than monthly

83

Confer with customers and engineers to assess equipment needs and to determine system requirements.

Daily

82

Prepare and deliver technical presentations that explain products or services to customers and prospective customers.

More than monthly

81