

## **PRODUCTS**

### **a) 1<sup>st</sup> LEVEL (REGIONAL) SALES SUPERVISOR - PRODUCTS**

EDUCATION: BSc IN ENGINEERING

EXPERIENCE: 5 – 10 YEARS AS A TECHNICAL SALES REPRESENTATIVE

This position's primary responsibility is to plan and direct the activities of the Regional Sales Force to ensure achievement of the Regional Plan for Customer Satisfaction, Revenue, and Regional profit contribution. Responsibilities will include training, motivating and reviewing the work of subordinates. They may also be responsible for specific key accounts, however, the bulk of their responsibilities are of the supervisory nature.

### **b) TECHNICAL - SENIOR SALES REPRESENTATIVE - PRODUCTS**

EDUCATION: BSc IN ENGINEERING

EXPERIENCE: 5 - 6 YEARS

Provides technical advice and engineering assistance to prospective and existing large industrial, commercial, and institutional consumers. The incumbent in this position would be your organizations "expert" in the specific product being sold. The incumbent would be actively involved in developing marketing penetration strategies and forecasts. His/Her major function in this area is to promote the organization as an acceptable supplier; identify new markets and trends; determine competitors' strengths and weaknesses; promote the organization's product features, functions and benefits; and train and guide other sales personnel. Duties may include the following: providing specialized information to architects, engineers or other potential customers about the composition, installation, utilization, and maintenance of the product; preparing or arranging for preparation of financial and operational estimates to show cost reduction or efficiency increase resulting from proposed changes in materials, machines or metg for the preparation of plans and operating specifications.mpac reporting. It should also

### **c) TECHNICAL - INTERMEDIATE SALES REPRESENTATIVE - PRODUCTS**

EDUCATION: BSc IN ENGINEERING OR EQUIVALENT EXERIENCE

EXPERIENCE: 3 - 4 YEARS

Provides technical advice and engineering assistance to prospective and existing medium sized industrial, commercial and institutional consumers. The incumbent would be actively involved in maintaining specific market share. His/Her major function in this area is to promote the organization as an acceptable supplier; identify new markets and trends; determine competitors' strengths and weaknesses; promote the organization's product features, functions and benefits; and train and guide junior sales personnel.

### **d) TECHNICAL - JUNIOR SALES REPRESENTATIVE - PRODUCTS**

EDUCATION: BSc IN ENGINEERING OR EQUIVALENT EXPERIENCE

EXPERIENCE: 1 - 2 YEARS

Provides technical advice and engineering assistance to existing small sized industrial, commercial, and institutional consumers. Usually an entry level/training position. The incumbent would be actively involved in learning and understanding the product and market. His/her major function in this area is to promote the organization as an acceptable supplier, understand competitor's strengths' and weaknesses; learn the organization's product features, functions and benefits.