Axis Communications, Sales Engineer

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Company name
Axis Communications K.K.

Job description

Job Description

The Sales Engineer is responsible for supporting and developing our business by technically supporting the sales organization, being responsible

The Sales Engineer is influencing decision makers both in the beginning of the sales cycle – to get Axis specified and increasing the chance of wi

The Sales Engineer is responsible for transferring competence, knowledge and expertise to the Axis team and partners. Enabling partners throug

The Sales Engineer is responsible for researching, preparing & presenting technical product training, designed to provide the essential skills for pa

The Sales Engineer has proactive communication with other region members and shares his/her knowledge and experience so that they can inco

?Support the sales organization to influence project with customer or partner visits together with sales and product demonstrations and pilot installations.
?Provide internal and external assistance during the Sales Process to include delivering product demonstrations to customers.
?Work together with the integrator and/or technology integration partner during the project sales process, to solve customer challenges.
?Helping the sales organization to qualify sales leads in order to select projects which will give a return of investment in time and energy to close the deal.
?Continuously keep the technical knowledge up to date on the latest products and features and also managing demonstration facilities including solution laboratories in order to offer the best possible solution to the needs of the customers.
?Work with HQ/regional/global pre-sales organization and develop written pre-sales material of technical nature, both in the form of articles and PowerPoint presentations.
?Helping sales organization to increase knowledge on the Axis portfolio and handle the Regional Sales Team as an “internal” customer.
?Support trade show and market event to provide the latest product/solution presentations and demonstrations.
?Collect competitor information and experience from local market and share through HQ/regional/global SE network and Competitive Intelligence activities to sell our unique values and differentiation.
?Support HQ to release new products and solutions by evaluating them, assisting administration of local regulations.
?Provide technical marketing support at marketing activities.

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