



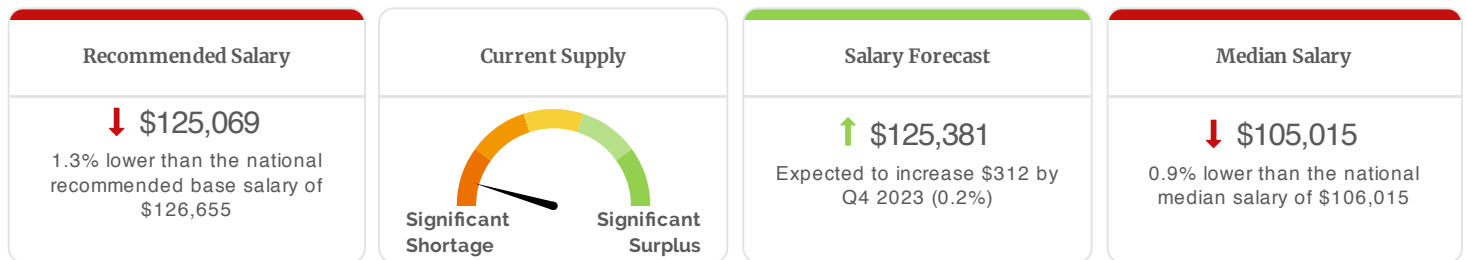
Technical Sales Engineer

Salary Answers

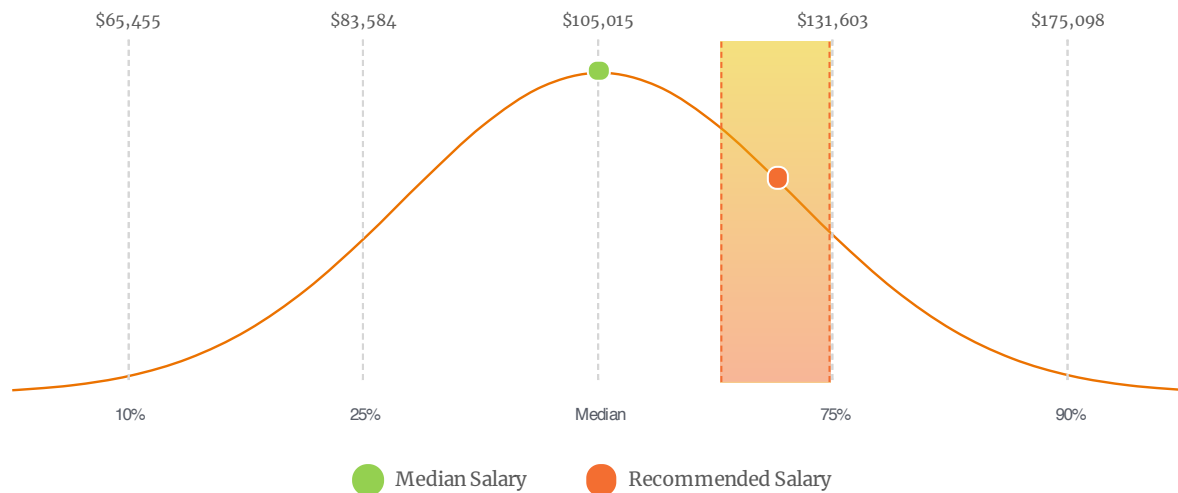
Report Parameters:

Metro Area:	Detroit-Warren-Dearborn, MI	Education:	Bachelor's Degree
Experience:	4 - 6 years	Number of Employees:	50 - 99
Annual Revenue Range:	\$50M - \$200M	Industry:	Fluid Power Pump and Motor Manufacturing

Key Insights



Technical Sales Engineer Recommended Salary



Source: LaborIQ proprietary ATILA® Technology

Recommended Salary Range: \$118,816 - \$131,322

The median salary for the "Technical Sales Engineer" job title in Detroit-Warren-Dearborn, MI is \$105,015. Based on the criteria selected with 4 - 6 years experience and Bachelor's Degree, the recommended salary is between \$118,816 and \$131,322.

Talent availability for the "Technical Sales Engineer" job title, matching your criteria in Detroit-Warren-Dearborn, MI is in significant short supply. Consider boomerang employees or recruiting from other metro areas to fill vacancies in this role. Non-traditional benefits may help attract talent, if your budget is below the recommended salary range.

Why It Matters

The median salary for the "Technical Sales Engineer" job title has increased by 8.8% compared with the same time last year. Based on the criteria selected, you can expect to pay 19.0% more than the current median salary. Expect salaries to remain steady through the next four quarters.

It is currently a job candidate's market and will remain that way even as talent supply will remain steady through the next 4 quarters.

Skills & Job Responsibilities

Job Responsibilities

Simplifying technical terms during product demonstrations and post-sales customer support.

Memorizing technical product specifications and keeping up-to-date with new company products as well as industry trends.

Conducting market research and obtaining feedback from clients to improve existing products.

Writing reports and liaising with the production team regarding issues, foreseeable problems, and effective solutions.

Updating orders and sales and negotiating the best contract terms.

Maintaining strong professional relationships with existing clients and meeting with new clients to expand sales territories.

Listening to customers' needs and advising them on the best products to buy.

Attending conferences, lectures, seminars, and workshops to improve your skills and knowledge.

Secure and renew orders and arrange delivery.

Arrange for demonstrations or trial installations of equipment.

Create sales or service contracts for products or services.

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

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

Plan and modify product configurations to meet customer needs.

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

Hard Skills

Technical Sales

Complex Sales

Excel

Microsoft Office

Job Requisition

Business Development

Program Development

Account Management

Economics

Project Management

Analytics

Machine Learning

Ntext

GEOS

Management Consulting

Soft Skills

Persuasion

Reading Comprehension

Speaking

Critical Thinking

Social Perceptiveness

Active Listening

Judgment and Decision Making

Negotiation

Writing

Service Orientation

Active Learning

Systems Analysis

Systems Evaluation

Complex Problem Solving

Time Management