



Job Situation

Office and a variety of other settings. Travel. Solo and in teams. Competitive. Reporting to upper management. Long, irregular hours.

Weekly Hours of Work

50

Overtime

As required

Monthly Salary

\$5,200

Student Loan – Owing

Student Loan – Monthly Payment

\$300

Duties

Present and demonstrate products. Entertain, advise clients. Build customer relations. Present scientific papers. Network and collect information. Teamwork with other departments.

Prospects

Sales management. Marketing. Upper management. Consulting. Education. Self-employment.

Job Title

Technical Sales Representative

National Occupational Classification (NOC)

6221

Job Description

The Technical Sales Representative in the telecommunications sector is a sociable, high-energy person with a very strong technical background, who acts as the company's scientific expert in sales negotiations with buyers of high-tech equipment. The representative also builds the company's prestige by presenting technical papers at industry conventions and scientific symposiums.

International travel, sales, and building customer relations are the key elements of your job. It's fast paced, competitive and demanding. Introducing new product lines, working with the sales team, hosting booths at trade fairs, socializing with buyers, and consulting with the technical experts in your clients' firms requires a high degree of technical expertise and physical stamina, not to mention excellent communications skills. The best reps don't just know how to handle pressure and stress, but how to use it and even enjoy it.

An interesting sideline is the discreet gathering of technical information from other company's representatives that helps keep your firm on the cutting edge of the new technologies. You pick up information, gossip and opinion everywhere you go and your company's research and development people are always anxious to have a chat with you when you get back to home base.

A degree in engineering is usually required, along with hands-on experience and broad general knowledge in the telecommunications field. The top salaries, and considerable prestige, go to the senior representatives who have established their reputations as technical experts and built up first-name relationships with other key players in the industry.