



Compensation Guide

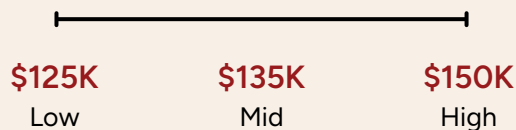
Sales Engineer

Sales Engineers are essentially specialists focused on selling complex technology or advanced scientific products and services. Though they must be skilled at the actual act of selling, Sales Engineers also put an enormous amount of effort into product education.

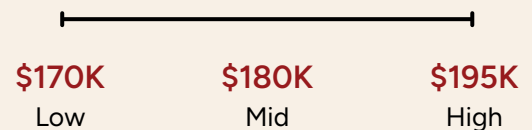
Sales Engineers combine technical expertise with sales skills to effectively bridge the gap between product development and customer needs

Compensation

Base Salary



On Target Earnings (OTE)



What makes a successful Sales Engineer?

- The ability to **convey complex information in easily understandable terms** that resonate with the client.
- A **deep understanding of the products** and/or services being sold.
- Strong ability to identify client challenges and develop tailored solutions.