

Senior Technical Sales Specialist

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Company: Autodesk

Location: Mexico

Category: other-general

Position Overview

A Senior Technical Specialist is someone who leads and presents all technical sales aspects of an Autodesk sales cycle and establishes innovative ideas for growing Autodesk's business.

A senior technical specialist uses in-depth industry and software knowledge to uncover customer business issues, propose improvements, and achieve technical closure. They are involved in their industry's community by promoting Autodesk's unique business values. This is a remote position based in Mexico City, Mexico.

We are looking for an experienced professional who can resolve different issues in creative ways. This job is a qualified, career-oriented, journey-level position. You will learn and have knowledge of many company products and services. You will network with senior internal and external personnel. You will report to the Director of Technical Sales.

Responsibilities

Create a business plan which includes target customer segments, resources, and which solves our needs for the defined Territory/Industry segments

Build selling strategies to grow the revenue base and adoption cycle for select product(s) and form relationships with customers/partners, and other internal sales teams

Provide regular feedback to the product, industry and strategic marketing teams on assigned product(s)

Deliver an accurate monthly & quarterly forecast of product line business in the specified territory

Promote both direct and indirect sales opportunities with internal Autodesk sales teams, and resellers to build opportunity pipeline within the assigned territory

Collaborate with marketing team to run/attend events following company growth strategies

Keep up to date with market trends and new developments using information for business improvement

Use and refine sales collateral provided by technical marketing to develop repeatable sales plays that lead to increased adoption of Autodesk solutions

Determine positioning, identify our requirements, and use relevant forums and associations to increase awareness of assigned product(s)

Perform in-depth assessments of customer processes. Investigate, uncover and understand the customer's business issues. Utilize knowledge of business trends, technology, and industry changes to identify areas of opportunity for customer process improvement

Capture metrics for quantifying and justifying the customer's return on investment for the purpose of technical closure

Demonstrate proposed solutions & product overviews and relate them to the customer's business issues. Conduct professional presentations & demonstrations, and lead sales discussions with customers to generate sales of Autodesk solutions

Influence product development and product direction through customer feedback and identified business opportunities

Work with sales teams that support both direct sales and reseller sales channels

Support the success of Autodesk resellers by mentoring reseller personnel on technical sales activities and execution

Participate in company sponsored events and tradeshow to promote Autodesk's solutions and the customer business issues they target

Travel up to 50% of the time

Minimum Qualifications

5+ years of relevant experience

Bachelor's degree or equivalent work experience

Experience with SaaS Technology and Sales

A technology Subject Matter Expert who can easily distill complex workflows / solutions for multiple audiences

You're an overall genuine person and team player who's passionate about moving the industry forward

Normally receive little instruction on daily work, general instructions on new assignments

#LI-SV1

#LI-POST

Learn More

About Autodesk

Welcome to Autodesk! Amazing things are created every day with our software – from the greenest buildings and cleanest cars to the smartest factories and biggest hit movies. We help innovators turn their ideas into reality, transforming not only how things are made, but what can be made.

We take great pride in our culture here at Autodesk – our Culture Code is at the core of everything we do. Our values and ways of working help our people thrive and realize their potential, which leads to even better outcomes for our customers.

When you're an Autodesk, you can be your whole, authentic self and do meaningful work that helps build a better future for all. Ready to shape the world and your future? Join us!

Salary transparency

Salary is one part of Autodesk's competitive compensation package. Offers are based on the candidate's experience and geographic location. In addition to base salaries, we also have a significant emphasis on discretionary annual cash bonuses, commissions for sales roles, stock or long-term incentive cash grants, and a comprehensive benefits package.

Sales Careers

Working in sales at Autodesk allows you to build meaningful relationships with customers while growing your career. Join us and help make a better, more sustainable world. Learn more here:

Diversity & Belonging

We take pride in cultivating a culture of belonging and an equitable workplace where everyone can thrive. Learn more here:

Are you an existing contractor or consultant with Autodesk?

Please search for open jobs and apply internally (not on this external site).

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