

Hot Spot for technical sales and support jobs

Short list of job requests for the computer industry

Looking for a new position but don't know exactly where your career experience can land you? We offer the following short list as the "hottest" job requests for the computer industry.

Technical Sales

Networking Sales: Those salespeople who possess a strong understanding of LANs, WANs and connectivity, and are usually selling these systems to MIS directors of corporations. This position doesn't necessarily mean you have to know how to configure, cable or install a network, but that you know how it works and the necessary components needed to make it work.

Maintenance Sales: Those salespeople who can sell maintenance agreements to corporations that have just purchased new computer systems or that need ongoing technical support. This sale could involve onsite field engineers; basic break/fix hardware and software engineers; or network engineers who can resolve network issues or network training.

Outsourcing Sales: Those salespeople who sell consulting services, network design, software development, help-desk support. *Training Sales:* Those salespeople who sell PC software training to corporations that have just purchased new computer systems or have upgraded their system with a particular software package.

Telecommunications Sales: Those salespeople who possess a strong background or understanding of computer-telephone integration (CTI), framerelay networking and desktop videoconferencing products.

Niche Sales: Those salespeople who have a dedicated area or customer base of which to sell computer systems and products into the medical, banking and legal fields, government and the education arena.

Sales Support: Also known as inside salespeople or sales assistants are those people who answer customer inquiries, mail out literature, process bids, gather pricing and availability information and perform most of the "behind-the-scenes" work.

Technical Support

Systems Engineers: Those engineers who have obtained an extensive amount of training through the leading manufacturers of hardware and software on, for example, Windows NT, Unix, OS/2, Openview and Lotus Notes. No longer is the technical staff in the "back office," these are the most sought-after employees in the entire industry because of the extensive training and technical expertise they have received. These technical engineers assist the Technical Sales people in the presentation of Solutions and provide ongoing support.

If these descriptions appeal to you, investigate the opportunities or pursue further education to obtain your ideal job.