

# TECH SALES: SALES / BUSINESS DEVELOPMENT & ACCOUNT MANAGEMENT

Tech sales is a fast-paced and rewarding career path for students who enjoy communicating, meeting objectives and working with innovative products.

Sales is a great entry point into the tech industry when you don't have a technical background. These roles require strong communication skills, resilience and language fluency in the target market, giving candidates who have fluency in other languages an advantage.

Candidates with 0-2 years of professional experience usually get their start in roles like Sales Development Representative (SDR) and Business Development Representative (BDR). With more experience, you'll typically grow into Account Executive and Account Manager roles.

Here is a list of some of the Top Companies and their Careers Websites in which you can find opportunities by country or by role. Use Keywords such as "Sales / Business Development", "Account Management", or "Sales" when searching:

- Amazon: [Careers AWS \(amazon.com\)](#)
- Google: [Build for everyone - Google Careers](#)
- Microsoft: [Careers at Microsoft | Microsoft jobs](#)
- Oracle: [Oracle Careers | Job Search | Oracle España](#)
- Verizon: [Find a Career at Verizon | About Verizon](#)
- Dell: [Jobs and Careers at Dell Careers](#)
- Hewlett Packard Enterprise: [Careers | HPE](#)
- IBM: [IBM Global Careers](#)
- Dell EMC: [Jobs and Careers at Dell Careers](#)
- Amazon Web Services (AWS): [Careers AWS \(amazon.com\)](#)
- Salesforce: [Salesforce Careers - Find Jobs and Apply Today - Salesforce.com](#)
- Dell Technologies: [Jobs and Careers at Dell Careers](#)
- Booking.com: [Booking.com Careers: Discover a world of possibilities](#)
- Alibaba.com: [Alibaba Careers](#)
- TEKsystems: [Careers | TEKsystems](#)
- NetSuite: [NetSuite - Jobs - Openings - Careers](#)
- Thomson Reuters: [Careers | Thomson Reuters](#)

## Skill Development Recommendations

Below is a list of recommended skills, along with free courses you can explore to help you upskill for this role.

### GENERAL RECOMMENDATIONS

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- Have a GPA above 8.0/10.0 in relevant subjects
- Showcase your projects of Business Intelligence, SQL, Databases, Data Visualization, and Python on GitHub. You can find a webinar to create your profile in [GitHub here](#)

### ADDITIONAL SKILLS

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- [Sales Management](#)
- [Customer Relationship Management \(CRM\)](#)
- Cloud Computing
  - [AWS Cloud Essentials](#)
  - [Google Cloud Essentials](#)
- [Salesforce Marketing Cloud Tutorial](#)
- [Digital Marketing](#)
- Analytical Tools
  - [Google Analytics for Beginners](#)
  - [Microsoft PowerBI Fundamentals](#)
  - [Tableau Training Videos](#)
- [Customer Service Management](#)
- [SQL](#)
- [Advanced Excel](#)