

ROBERT SMITH

Sales Engineer

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Expertise in voice/data/internet applications, Carrier Ethernet technologies, MPLS, fiber optics, unified communications technology and network design. Consultative, strategic approach to discovering and defining ambiguous customer needs into specific, deliverable requirements, providing precise, supportable solutions that offer a compelling value to customer, winning and retaining profitable account relationships.

CORE COMPETENCIES

Sales.

PROFESSIONAL EXPERIENCE

Sales Engineer

ABC Corporation - May 1994 – August 2000

Key Deliverables:

- Provided consultative sales for on-line fluorometer in the aircraft, military, petrochemical, and environmental markets.
- Performed customer chemical analysis to close or support sales, closed largest sale in department history.
- Managed 100+ sales prospects and 12 domestic sales representatives.
- Discovered and developed new markets for current analyzer technology.
- Performed monthly sales forecasting and budgeting.
- Closed largest sale in department history.
- Created application-specific marketing documents.

Sales Engineer

ABC Corporation - 1991 – 1994

Key Deliverables:

- Combined technical knowledge with sales skills to provide consultation and support on a range of prototyping and manufacturing products to a variety of clients focused on product development.
- Developed long-term relationships with clients through managing and interpreting their requirements.
- Negotiated contract terms and conditions to meet both client and company needs; calculated client quotations and administered client accounts; provided pre-sales technical assistance, product education and after-sales support services.
- Prepared reports for corporate office; met regular sales targets and coordinated sales projects.
- Supported marketing activities by attending trade shows, conferences and other marketing events.

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- Conducted technical presentations and demonstrated how design concepts and products would meet client needs.
- Established, secured and managed design projects for product development, engineering and manufacturing by consulting to Mechanical Engineers, Industrial Designers, Engineering Managers and R& D Departments of Fortune 500 companies..

EDUCATION

- BS in Biological Oceanography - (Humboldt State University)