

# Sales Engineer

# ROBERT SMITH

Phone: (123) 456 78 99  
Email: [info@qwikresume.com](mailto:info@qwikresume.com)  
Website: [www.qwikresume.com](http://www.qwikresume.com)  
LinkedIn:  
[linkedin.com/qwikresume](http://linkedin.com/qwikresume)  
Address: 1737 Marshville Road,  
Alabama.

## Objective

Degrees mechanical engineer with excellent cross functional ability in sales, marketing, operation, application and development. More than 20 years proven track record of meeting or exceeding sales growth goals while applying value added solutions to cement business relationships for guaranteed future growth.

## Skills

Javascript, Unix Administration, Linux, Sales, Databases.

## Work Experience

### Sales Engineer

**ABC Corporation** - August 2008 - December 2015

- Contact regular and prospective customers to demonstrate products, explain product features, and solicit orders.
- Estimate or quote prices, credit or contract terms, warranties, and delivery dates.
- Consult with clients after sales or contract signings to resolve problems and to provide ongoing support.
- Prepare drawings, estimates, and bids that meet specific customer needs.
- Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.
- Arrange and direct delivery and installation of products and equipment.
- Monitor market conditions, product innovations, and competitors products, prices, and sales.

### Sales Engineer

**ABC Corporation** - 2004 - 2008

- Managed six state sales region for the majority of time.
- Interfaced directly with the company President.
- Spearheaded sales efforts for product evaluation and approvals at natural gas utility and pipeline transmission companies.
- Developed specifications, progress reports and quotations for my accounts, also performed product demonstrations to end users.
- One highlight for me was, I increased sales in my region from \$2.5 million in 1992 to \$4.9 million by 1994.
- Products Grove Ball Valves, polyethylene ball valves, General Twin-Seal double block & bleed valves, King Tool gas separators, gas production heaters and gas dehydrators.
- Markets Oil refineries, Oil and Gas Pipeline Transmission, Gas Utility Companies, Oil & Gas Production..

## Education

GED in HVAC - (Gwinnett Tech - Lawrenceville, GA)