***CONTACT DETAILS***

1737 Marshville Road,

Alabama

(123)-456-7899

info@qwikresume.com

[**www.qwikresume.com**](http://www.qwikresume.com/)

***SKILLS***

Microsoft Office, Visio, Salesforce.

***LANGUAGES***

English (Native) French (Professional) Spanish (Professional)

***INTERESTS***

Climbing Snowboarding Cooking Reading

***REFERENCES***

Reference – 1 (Company Name)

Reference – 2 (Company Name)

Robert Smith

***Sales Engineer I***

# PERSONAL STATEMENT

Secure a challenging and rewarding sales engineer position with a progressive company by leveraging my extensive technical knowledge, practical application skills, sales experience, and business acumen.

# WORK EXPERIENCE

## Sales Engineer I

### ABC Corporation - June 2000 – October 2002

*Responsibilities:*

* Devised and executed sales plans, collaborating to achieve sales goals, program plans, client satisfaction, and optimal business development.
* Implemented processes and systems that generated higher productivity and revenues.
* Refined plans to generate bottom-line results, improve account base, and build durable relationships while representing the company.
* Relationship development included internal and external contacts.
* Secured highly competitive accounts through a combination of sales acumen and exceptional engineering knowledge (outperformed 85% of peers in technical competency test).
* Tuned communication to achieve sales goals; trained and mentored team members.
* Effectively developed and implemented territory-wide prospect list.

## Sales Engineer

### ABC Corporation - 1995 – 2000

*Responsibilities:*

* This was a multifunctional role assisting direct sales and agent channels with the technical specifications of multiple telecommunication services.
* Worked on implementation of General T1, Ethernet and VOIP services.
* Also responsible for customer moves, adds and changes.
* Account interface handled both on site and via phone.
* I established and helped grow external vendor and agent relationships that translated into growth of a customer base numbering several thousand businesses.
* Skills Used Verbal, written, Used Microsoft word, Visio, excel.
* On site face to face and project management skilla were utilized.

# Education

Bachelor of Science in Chemical Engineering - (New Jersey Institute of Technology - Newark, NJ)