

# 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 skills were utilized.

### Education

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

### CONTACT DETAILS

1737 Marshville Road,  
Alabama  
(123)-456-7899  
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[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)