

Sales Engineer II

ROBERT SMITH

Phone: (123) 456 78 99

Email: info@qwikresume.com

Website: www.qwikresume.com

LinkedIn: linkedin.com/qwikresume

Address: 1737 Marshville Road,
Alabama

Objective

Seventeen years in manufacturing operations with expertise related to CNC machine tools, four years of creating, establishing, managing and selling a business, and now over 10 years in full-cycle outside technical sales that includes insightful research, strategic planning, tenacious prospecting/cold-calling, relaxed relationship building, problem/need discovery process, organized solution options presentation, efficient quoting, determined closing, timely delivery/installation, effective training and satisfaction follow-up.

Skills

VMware Certified Associate - Data Center Virtualization.

Work Experience

Sales Engineer II

ABC Corporation - 1991 - 2001

- Conduct formal business and sales presentations at customer facilities.
- Develop formal quotes based on machine parameters.
- Negotiate sales and engineering concepts for labeling and automation equipment.
- Assist in the design of integration with pre-existing equipment.
- Travel to customer facilities for the purpose of surveying automation and labeling applications.
- Perform both formal and informal training in the operation and maintenance of machinery for management, maintenance, and machine operator personnel.
- Responsible for the technical writing of operational and troubleshooting manuals.

Sales Engineer

ABC Corporation - 1988 - 1991

- Going to client, ask about their requirement for industrial mill supply.
- submit price proposal.
- follow-up, report its status.
- also doing delivery.
- I was able to meet my monthly sales quota.
- Receiving incentive and promoted to supervisory level.
- Skills Used I show to them that I can do my best in dealing with our customer..

Education

- 1986(Community College of the Air Force)