

ROBERT SMITH

Sales Engineer Consultant

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

SUMMARY

Seeking a position that allows growth within a company. Strength Possesses the analytical abilities and technical skills necessary for engineering innovative designs and applications. Solid understanding of electrical engineering theory, industry-standard circuit design, and testing tools.

CORE COMPETENCIES

Technical Telecom Analyst, Project Management, System Administration, Provisioning With Coordination And Scheduling Of Cutovers, Billing & Vendor Contract Negotiation& Management, Product Training, Site Surveys, Billing & Budgeting, Capacity Planning & Network Design, MAC's - VoIP-CM.

PROFESSIONAL EXPERIENCE

Sales Engineer Consultant

ABC Corporation - February 2000 – October 2012

Key Deliverables:

- Independently project managed the design and implementation of customers applications from assigned orders.
- Single point of contact from Sales Contract execution to deployment of requested services which could consist of any combination of Voice, Data, Internet and VOIP.
- Provided technical support for customer and worked with field tech and other departments that would be able to assist customer to resolve voice or data issues.
- Customer and vendor communication, coordinated of internal cross functional departments associated with order processing & lead any escalations as needed and scheduled all required parties for a proper service deployment.
- Reviewed contracts and order review, administered and coordinated all installs pertaining to new service, moves, adds and changes.
- Ordered CSR to determine products of current service determined Cilli codes Coordinated and managed turn up of services, trouble shot any issues that arose.
- Coordinated and Project Managed end to end network engineering and provisioning of all products sold, tested circuits, LNP conversion (hot-cut).

Sales Engineer

ABC Corporation - 1996 – 2000

Key Deliverables:

- Aug 2009 Responsible for servicing existing accounts and develop new business.
- Visit with distributors throughout North America and make joint sales calls to end users.
- 25% travel.

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- Arrange and conduct trade shows.
- June 2001 Gemini Manufacturing, Inc.
- Anaheim, CA To Sales Engineer Sheet Metal Fabrication & Stamping.
- CNC Machining,.

EDUCATION

Bachelor of Science in Business Administration - (DeVry University - Pomona, CA)

