**Associate Sales Engineer**

ROBERT SMITH

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# Objective

Sales Representative who consistently achieves customer retention goals through relationship building and advanced product knowledge, excels at uncovering customer needs, finding solutions and removing obstacles.

# Skills

Project Management, Internal Quality Audit, Microsoft Office, First Aid, Risk Assessment, Forklift, Overhead Crane, Planning, Quality Assurance.

# Work Experience

## Associate Sales Engineer

**ABC Corporation** ­ January 2008 – March 2011

* Prepare and send price quotation to drilling companies and drilling contractors based on customer enquiries.
* Visit customers offices and project site to discuss and conduct inspection to verify details of

the enquiries.

* Liase with workshop personnel and monitor work in progress.
* Prepare work in progress report and send to customer.
* Doing different reports, correspondence and company accreditation.
* Coordinates with customer and forwarding companies regarding delivery or collection of equipment or items.
* Maintain good relationship with customers.

## Sales Engineer

**ABC Corporation** ­ 2007 – 2008

* Provided wireless expertise for pre/post-sales.
* Taught Ekahau boot camps for classes ranging from 6 to 30 students.
* Performed webinars and present at trade shows/conferences.
* Recently presented at WLPC 2016.
* Gathered customer feedback and relay end-user needs to internal R&D team.
* Supported marketing efforts through twitter (@WiFiAndrew), LinkedIn, webinars, trade shows, etc.
* Wrote posts for the Ekahau Wi-Fi blog [www.ekahau.com/wifidesign/blog](http://www.ekahau.com/wifidesign/blog) Developed how-to

videos and whitepapers for Ekahau products..

# Education

Bachelor's of Science in Mechanical Engineering - 1993(Mapua Institute of Technology - Manila)