

# 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)