

John Smith

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Objective: Interested in the position of Sales Engineer with a growing company

Key Skills

Great negotiating skills & sales skills
Great customer service & communication skills.
Ability to gain customer confidence in the shortest span of time and build customer relations.
Ability to assess every different customers' needs.
Able to effectively meet sales goals.

Experience

Your Employer

Sales Engineer

Employer City

3/3/2009 to Present

- Planned and modified product configurations to meet customer needs.
- Maintained sales forecasting reports.
- Documented account activities, generated reports, and kept records of business transactions with customers and suppliers.
- Diagnosed problems with installed equipment.
- Attended trade shows and seminars to promote products and to learn about industry developments.
- Visited prospective buyers at commercial, industrial, and other establishments to show samples and catalogs, and to inform them about product pricing, availability, and advantages.
- Sold products requiring extensive technical expertise and support for installation and use, such as material handling equipment, numerical-control machinery, and computer systems.
- Secured and renewed orders and arranged delivery.
- Researched and identified potential customers for products and services.
- Provided information needed for the development of custom-made machinery.
- Prepared and delivered technical presentations that explained products and services to customers and prospective customers.
- Created sales and service contracts for products and services.
- Kept informed on industry news and trends, products, services, competitors, relevant information about legacy, existing, and emerging technologies, and the latest product-line developments.
- Identified resale opportunities, and supported them to achieve sales plans.

- Arranged for demonstrations and trial installations of equipment.
- Attended company training seminars to become familiar with product lines.
- Collaborated with sales teams to understand customer requirements, to promote the sale of company products, and to provide sales support.
- Conferred with customers and engineers to assess equipment needs, and to determine system requirements.
- Developed sales plans to introduce products in new markets.
- Developed, presented, and responded to proposals for specific customer requirements, including request for proposal responses and industry-specific solutions.
- Recommended improved materials and machinery to customers, documenting how such changes will lower costs and increase production.
- Reported to supervisors about prospective firms' credit ratings.
- Trained team members in the customer applications of technologies.
- Wrote technical documentation for products.
- Provided technical and non-technical support and services to clients and other staff members regarding the use, operation, and maintenance of equipment.

Education

State University of New York
Bachelors of Science in Engineering

New York
2009

References: Available upon request