SALES ENGINEER RESUME

CAREER OBJECTIVE

Sales Engineer with 4+ years of experience in driving the technology assessment stage of the sales process. Adept at providing proper technical product training to customers, vendors, and other members of the sales team. Seeking a Sales Engineer position at [Company Name] to share in-depth knowledge and experience to ultimately improve your business' and customers' success.

PROFESSIONAL EXPERIENCE

September 2020–Present | Splunk, Chandler, AZ

Sales Engineer

- Work closely with 20+ sales executives to conceptualize, develop, and close strategic deals in complex sales cycles
- Generate $2M+ yearly in additional revenue by accelerating large deals through improved business relevance, vertical credibility, and executive trust
- Deliver technical product demonstrations that directly address customer needs and emphasize the company's outstanding value proposition
- Collaborate with 4 cross-functional teams to exchange knowledge and experiences, improving sales and customer satisfaction by 15% and 27% respectively within a year

June 2018–August 2020 | Adventest, Phoenix, AZ

Sales Engineer

- Communicated with 20+ customers weekly to assess equipment needs, determine system requirements, and offer in-person or remote product training
- Increased profits by 20% and provided sales support by working closely with sales teams to understand customer requirements and provide suitable product recommendations
- Generated new leads by cold calling 15+ target businesses and networking with industry professionals, partners, and resellers, resulting in 25% lead growth
- Presented complex technical explanations in a logical and clear manner to 50+ prospective customers in 2019, which increased sales by 75%

- (480) 641-1587
- youremail@gmail.com
- linkedin.com/in/yourname/

EDUCATION

May 2018

Grand Canyon University, Phoenix, AZ

Bachelor of Science in Computer Science, Honors: *summa cum laude* (GPA: 3.8/4.0)

RELEVANT SKILLS

Customer service

Engineering development

Java

Python

SaaS solutions

Microsoft Azure

AppDynamics

Datadog