

Ryan Lauren

SALES EXECUTIVE



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Summary

Sales position where I can highlight my skills in communicating with people, align their needs with the products and services and challenge myself to achieve company target.

Experience

Sales Executive

Jupiter Solutions *Mar 2019 - Present*

- Cover sales/marketing, which including handling of sales inquiry and offering of quotation.
- Establish new business with new customers and serve existing customers/
- Organize / conduct presentations to potential & existing customers.
- Monitor forecast & consumption of customer for production planning and stock planning.
- Business trip travelling to Malaysia and Indonesia to meet distributors/customers.

Sales Engineer

Ace Engineer *Mar 2017 - Feb 2019*

- Respond to customers, enquiries, quotation, follow up and provide technical solution to customer on company's products
- Assist manager in planning sales activities and strategies
- Visit new and existing customers to promote new Products and create new projects
- Make proposal for new projects
- Maintain sales activity records and prepare sales reports
- Collect market information and competitor information from customers for planning and research purpose

Purchaser

Lanes Management *Oct 2015 - Dec 2016*

- Review and analyze tenders available by checking past records
- Feedback & discuss with management on workable tenders
- Source for suppliers/manufacturers & negotiate to obtain competitive prices
- Do mark-up proposal by considering the possible cost incurred and prepare quotation once approved
- Liaise with suppliers closely to ensure bid proposal is in full compliance with clients' specifications
- Attend to clients' clarifications subsequent to bid submission in order to pass technical evaluation

Sales Executive

VA Vision Spare & Engineering *Feb 2014 - Aug 2015*

- Follow-up on inbound sales enquiries to generate new sales opportunities.
- Ensure quoted products are correct and on-time delivery
- Attend to customers' call and assist to solve their complaints/ issues
- Promote products & service to potential customer
- Responsible for in-house reconditioned or refurbished product (spare parts

Skills

Communication



Organizing



Leadership



Negotiation



MS Office (Word, PowerPoint, Excel)



Languages

English



French



Arabic



German



Hobbies

Reading Manga

IT enthusiasts

Education

Bachelor of Business Administration

San Jose State University

May 2010 - May 2013

STPM / A-Level

Northeastern University

May 2008 - Dec 2009

SPM / O-Level

Arizona State University

Jan 2003 - Dec 2007