

Adolph Bruen

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EXPERIENCE

Product Sales – Emard-Ziemann, *Philadelphia, PA*

10/2020 – Present

- Develop a sales pipeline and forecast all revenue by effectively following sales process and managing all opportunities in CRM. Adhere to the Bentley Sales Process fully utilizing Hubspot as a daily sales tool and reporting system
- Familiarity with Bentley or Autodesk products (MicroStation, OpenBuilding, Revit, Navisworks, BIM360)

Product Sales – Miller LLC, *Philadelphia, PA*

05/2018 – 05/2020

- Preferred minimum of one (1) year of experience with a software company in Inside Sales, Financial Operations, and/or Customer Service, with a flair for communicating with accounts and maximizing the account's outcomes and Bentley's revenue
- Discuss product values, positioning, differentiation and highlights



EDUCATION

Savannah College of Art and Design – Bachelor's in Business



SKILLS

- Execute competitive sales tactics to win business Participate in contract negotiations
- Manage demand and qualify specific product opportunities