

# 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