**Janine Nel**

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**Summary**

Results-oriented Sales Engineer with six years of experience driving revenue growth and managing key accounts. Proven ability to develop and implement technical solutions, manage customer relationships, and exceed sales targets. Expertise in technical sales, account management, and program management, consistently contributing to increased profitability and customer satisfaction. Adept at leveraging technical knowledge to understand customer needs and provide value-added services.

**Experience**

**Engen Oil, Jacksonville** May 2022 - May 2022

**•** Identified and addressed current and future customer needs related to filtration and lubrication products/services.

**•** Developed and delivered Lubrication Fundamentals training for employees and customers, covering product information, machine elements, application methods, storage, and conservation.

**•** Designed and implemented an industrial filtration program, processing up to 2,000 gallons of oil weekly, resulting in significant customer savings and increased company profits.

**•** Created customized lubrication programs, providing value-added services to improve profit margins.

**•** Served as a consultant on Best-in-Class Lubrication programs.

**Quest Medical, Los Angeles** January 2019 - April 2021

**•** Managed day-to-day program management, customer relationships, and cost estimation for medical programs with Fortune 500 clients (Pall Life Sciences, Baxter Healthcare, and Quest Medical).

**•** Designed and presented tailored technical solutions to top automotive dealers, increasing sales from $3M to $18M over five years.

**•** Supervised logistics and proof-of-concept pilots valued up to $800,000.

**•** Exceeded yearly quota by 145%, outperformed competitors in public tenders, and maintained 97.5% customer satisfaction within the managed territory.

**Education**

**Harvard University, Miami** January 2019 - May 2022

Masters in Industrial Engineering

**Skills**

**•** CRM Software

**•** Microsoft Office Suite

**•** Industry Trends & Sales Forecasting

**•** Technical Sales

**•** Account Management

**•** Program Management

**•** Customer Relationship Management

**•** Engineering

**•** Technical Diagrams

**•** Lubrication Program Design

**•** AutoCAD

**•** Agile Project Management