

Light Okeoma

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PROFESSIONAL SUMMARY

Versatile and results-driven Software Sales Engineer with 2 years of software / technical experience with an honors degree in computer science. I have a keen focus on driving growth in mid-market and enterprise tech sales sectors. Proficient in identifying customer pain points, delivering effective product demonstrations, robust client relationship management, troubleshooting code, and a strong aptitude for learning new technologies. I have already in my young career overseen 10+ projects for clients which have resulted in \$50,000 in sales & cost savings.

SKILLS

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|-----------------------------|----------------------------|---------------------------------------|
| • CRM (SalesForce) | • AWS | • Java/Groovy |
| • Python | • Jira | • Kibana |
| • REST API (Postman) | • Database Management(SQL) | • Data science (Bi-report, Pi Vision) |
| • Data Integration | • Pre-sales | • Post-sales |
| • Networking | • Demo presentation | • Objection Handling |
| • Discovery & Qualification | • Public speaking | • Results-Oriented |

EXPERIENCE

NOVEMBER 2023-CURRENT

Software Sales Engineer

Flexspring | Remote | Boston, United States

- Enhanced post-sales team performance and reduced costs by 80% through implementation of actionable processes and improvements
- Achieved 100% client satisfaction by troubleshooting and contributing to the development of Java-based data integration projects
- Successfully presented proposals with focused solutions, leading to a 30% increase in deal closures
- Defined project scope, gathered requirements, and managed milestones, ensuring projects were completed 20% under budget and 15% ahead of schedule
- Optimized existing processes, resulting in a 25% reduction in errors, 20% decrease in delays, and 15% cost savings
- Conducted root cause analysis, reducing failed tests by 18%, non-conforming products by 12%, and functional errors by 15%.

MAY 2023-SEPTEMBER 2023

Sales Engineer

Careerist | Remote

- Analyzed 10-K reports using advanced research methods, aligning CRM solutions with clients' business objectives, resulting in a 15% increase in
- CRM adoption
- Developed a captivating Salesforce & Hubspot CRM demo
- Presented compelling live demos, effectively addressing objections and showcasing seamless integration
- Applied a 4-step objection handling technique, resulting in a decrease in objections related to budget constraints.

JANUARY 2023-SEPTEMBER 2023

Automation Engineer Co-Op

Capital Power | Edmonton, AB

- Identified and archived stale Pi tags, resulting in a cost saving of \$12,000 in PI tag tracking
- Led the innovation and deployment of advanced control system interfaces compatible with Aveva PI Systems, resulting in a 20% improvement in data accessibility and versatility
- Provided consultancy on system upgrades and enhancements, contributing to improvement in system performance and scalability
- Developed and implemented automated components, leveraging SQL for data querying, resulting in a 25% reduction in decision-making process time
- Conveyed complex technical concepts to both technical and non-technical audiences.

MAY 2022-AUGUST 2022

IT Project Delivery

ATCO | Calgary, AB

- Revamped the onboarding process, reducing onboarding time from 60+ days to just 3-4 weeks
- Transformed operational efficiency, resulting in a 30% reduction in processing time through the design and implementation of automated solutions and streamlined workflows using PowerApps and Power
- Automate
- Reinforced system reliability and ensured optimal app performance, reducing downtime by 25% and enhancing user experience
- Leveraged Excel and Bi-report for data analysis, generating comprehensive reports contributing to informed business decisions, resulting in a 15% improvement in overall performance
- Played a key role in strategic decision-making.

EDUCATION

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| AWS Certified Cloud Practitioner | February 2024 |
| AWS | |
| Bachelor of Science (Honours) - Computer Science | July 2023 |
| Trent University, Peterborough, ON | |