

Janine Nel

Sales Engineer

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Profile

Deadline-focused Sales Engineer with six years of experience in technical sales, contributing to 30% growth of income for regional technology solutions providers over five years, producing and assisting long-term contracts with Fortune 500 clients, and growing territory saleshold up to \$350M.

Employment History

Sales Engineer, Engen Oil, Jacksonville (May 2022 - May 2022)

- Recognized and provided current and future customer necessities in areas of filtration and lubrication products and services.
- Initiated Lubrication Fundamentals classes for employees and customers, offering education on product info, machine elements, application methods, storing lubricant, and conservation.
- Designed and applied a highly effective industrial filtration program, producing up to 2,000 gallons of processed oil weekly, resulting in significant savings for customers and increased company profits.
- Designed numerous lubrication programs, providing value-added services and improved profit margins.
- Acted as a consultant on Best-in-Class Lubrication programs.

Sales Engineer, Quest Medical, Los Angeles (January 2019 - April 2021)

- Managed day-to-day program management, customer relationships, and estimation of medical programs for critical Fortune 500 clients: Pall Life Sciences, Baxter Healthcare, and Quest Medical.
- Designed and presented tailored technical solutions to top-32 state automotive dealers, driving sales from \$3M to \$18M over five years.
- Supervised logistics and proof of concept pilots worth up to \$800,000.

- Exceeded yearly quota by 145%, outperforming competitors in public tenders, and provided 97.5% satisfaction support over managed territory.

Education

Masters in Industrial Engineering, Harvard University, Miami (January 2019 - May 2022)

Skills

- AutoCAD
- Industry Trends & Sales Forecasting
- Knowledge of Technical Diagrams
- Engineering
- Agile Project Management

Languages

- English
- Dutch

Hobbies

- Piano
- Debate
- Triathlon

Additional Information

Place of Birth: San Antonio

Driving License: Full