

DANIEL A. BERG

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EXPERTISE & SKILLS SUMMARY

- Ability to analyze and interpret technical information and convey key findings to clients, sales, and technical staff.
- Capacity to develop creative and flexible solutions to overcome technical and organizational challenges.
- Advanced proficiency with Microsoft Visio, Excel, SharePoint, Word, PowerPoint, Access. Intermediate proficiency with Salesforce, ESRI ArcGIS, Adobe Photoshop, Intuit Quickbooks.

EXPERIENCE

GroundLink, New York, NY

2015-Present

Sales Engineer

- Develop and deliver product demonstrations to potential customers and advise on implementation strategy.
- Respond to functional and technical elements of RFIs/RFPs.
- Sales liaison to product and development teams.
- Consult existing clients to review use of GroundLink products and identify growth opportunities.
- Lead *Customer-Centric Sales* training with sales team.

GreenLogic Energy, LLC, Roslyn and Southampton, NY

2013-2015

Sales Engineer

- Researched solar energy technology trends; advise sales force on competitive differentiation.
- Coordinated between sales and operations teams to ensure that all projects met specifications and customer expectations.
- Trained and oversaw sales technicians and reviewed work products.
- Selected most appropriate technology for residential and commercial applications and designed solar systems from site audit and utility data.

Notable Achievements

- Lead commercial sales engineer for team that exceeded 2013 sales quota by \$2 million.
- Identified customer recordkeeping inefficiencies; designed and implemented a server-based system for tracking and organizing clients and work flow.
- Proposed use of aerial Pictometry software to increase efficiency of pre-sale evaluation process.

Bender Insurance Agency, Inc., Woodbury, NY

2011-2012

Junior Sales Associate - Commercial Lines

- Reviewed prospective clients' insurance needs and negotiated competitive policy pricing from carriers.
- Analyzed existing policies to identify inadequate or misleading coverage to reduce client risk.
- Evaluated prospective companies' value of operations and risks to recommend the most appropriate and cost-efficient policies.
- Prepared and submitted detailed insurance proposals to commercial clients.

Cameron Engineering & Associates, LLP, Woodbury, NY

2007-2008

Environmental Engineering Intern

- Developed GIS-based (Geographic Information Systems) Asset Management System for Long Island arboretums to inventory plant collections and site infrastructure and track maintenance.
- Developed preliminary design with environmental engineering team for multi-million dollar wastewater collection system for Smithtown/Kings Park Sewer District.

EDUCATION

General Assembly, New York, NY

Front End Web Development

May 2016

Curriculum: HTML5, CSS3, JavaScript, jQuery, GitHub, Sublime

Lehigh University, Bethlehem, PA

Bachelor of Science: Business and Economics; GPA: 3.17

May 2010

Major: Finance; *Minor:* Engineering