RAYMOND ORTIZ

123 Your St, San Francisco, CA 12345 raymondoniz@example.com (123) 456-7890

A sales engineer with five years of experience, specializing in cloud technology, SaaS, Salesforce, and HubSpot. A strong history of delivering compelling sales presentations and product demonstrations to drive new business and enhance technology sales growth.

EDUCATION

BACHELOR OF ARTS IN MARKETING

University of San Francisco, San Francisco, CA
September 2012 - May 2016

KEY SKILLS

♦ Salesforce

♦ Product demonstrations

♦ Technology sales

♦ Consultative selling

• Account management

CERTIFICATIONS

♦ Salesforce Certification, Udemy, 2017

♦ Certified Sales Development Representative, 2016

PROFESSIONAL EXPERIENCE

SALES ENGINEER

Arklighl Technologies, San Francisco, CA
November 2019 — Present

♦ Manage and develop 20+ client accounts valued al $100K to $200K, deliver product demonstrations on cloud technology business solutions, and provide comparisons on the benefits of company products over competitors

♦ Oversee lead generation activities, active clients, and sales prospects using the Salesforce CRM tool and deliver technical training to 15+ account executives

♦ Exceed annual quotas by 125% in 2020 and 135% in 2021 and improve client retention by 30% through developing and nurturing long-term relationships

SALES ENGINEER

HR Software Pros, San Francisco, CA
May 2017 — November 2019

♦ Generated $150K in annual sales revenue for an HR software company by educating potential clients on the value of HR product solutions and services

♦ Delivered engaging sales presentations, utilized consultative selling techniques, and leveraged data and metrics 10 highlight cost-saving opportunities