

Professional Experience

Senior Sales Engineer

Seattle Energy Solutions Inc., Seattle, WA | July 2016 - Present

- Deliver sales presentations and product demonstrations on solar technology products to prospects, achieve 140% of annual sales quota, and generate \$1.5M in sales in 2021
- Provide education to enterprise customers on product use case, environmental impact, and cost savings and consult with existing clients to expand service offerings, resulting in a 50% increase in average account growth and a 40% increase in client retention
- Coordinate with the sales manager to supervise, develop, and train a 25-person sales team, resulting in a 20% increase in average close rates

Sales Engineer

Seattle City Light, Seattle, WA | May 2011 - July 2016

- Generated \$230K-\$300K in annual sales for a new CRM solution, demonstrated product functionality and outlined business value, and achieved 140% of annual quota in 2016
- Served as the point of contact for client stakeholders, fielded questions and concerns on products, and ensured customer success to maintain long-term relationships

Education

Bachelor of Arts in Marketing

University of Washington, Seattle, WA | September 2007 - May 2011

Certifications

- ◆ Salesforce certification, Udemy, 2011
- ◆ Certified Sales Development Representative, 2013
- ◆ SaaS certification, Udemy. 2016

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A senior sales engineer with 10+ years of experience, specializing in account management, strategic selling, lead generation, and CRM tools. A proven track record of building long-term relationships with clients, driving customer success, and enhancing sales growth.

Key Skills

- Strategic selling
- Client relations
- Product demonstrations
- Customer success
- Account management