1. Maintained effective customer relationships and identified future business opportunities to support and strengthen corporation mission.
2. Worked with customers for needs analysis, proposal development and vendor costs to produce competitive estimates.
3. Conducted research to determine client needs and implemented product testing plans.
4. Used [Software] to prepare technical drawings, specifications and cost estimates of [Type] distribution products and services.
5. Traveled to key account locations to train and provide technical direction for successful completion of product launches.
6. Answered over [Number] customer phone inquiries daily, increasing end-user satisfaction rates [Number]%.
7. Minimized unscheduled downtime [Number]% over [Number]-year span through [Action].
8. Resolved product design, acquisition and launch concerns to achieve customer's targeted business goals.
9. Generated target accounts sales objectives, opportunities, and projection reports to prioritize work.
10. Educated and trained [Number] employees on new technologies through presentations and individual support.
11. Reduced order processing times [Number]% by creating [Type] document control processes.
12. Combined technical competence and [Degree] in [Area of study] to solve design challenges with creativity.
13. Participated in [Type] cost-cutting efforts, saving approximately $[Amount].
14. Exhibited strong technical aptitude and application expertise resulting in optimized performance, continuous improvement recommendations and product innovation.
15. Developed code to automatically prepare [Type] and [Type] reports for regulatory submission.
16. Developed proposals and pricing for large- and small-scale manufacturing products, including [Type] and [Type] products.
17. Partnered with client's engineering team on product development, offered application support and identified prototype programs and additional design concepts for new business acquisition.
18. Communicated technical development stages and provided design support to businesses and other stakeholders encouraging participation for on-time execution.
19. Visited over [Number] clients per [Timeframe] to determine feasibility, analyze requirements and provide solution suggestions.
20. Supported software integration and implemented maintenance enhancements to bolster product development cycle.