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