1. Developed and implemented pursuit plans for all opportunities with assigned key accounts.
2. Managed technical integration, systems engineering program management, customer support and program management.
3. Recommended and developed CMC teams to support individual pursuits.
4. Submitted monthly reports, including booking forecasts, monthly highlights and CRM entries.
5. Provided technical troubleshooting and problem solving for clients with installed equipment/system issues.
6. Supported market research activities, including metrics and requirements development and risk management.
7. Gained customer acceptance by demonstrating cost reductions and operations improvements.
8. Contributes to sales engineering effectiveness by identifying short-term and long-range issues and recommending courses of action.
9. Identified sales opportunities by assessing environment and devising and implementing winning strategy.
10. Reviewed all customer inquiries to understand project scope while managing internal disciplines to compliantly respond.
11. Prepared cost estimates by studying customer documents and consulting with project managers.
12. Provided bookings forecast inputs for all product opportunities within assigned accounts.
13. Recommended changes, improvements or deletions in products according to customer feedback.
14. Attended trade shows and seminars to promote products and learn about industry developments.
15. Analyzed marketing data, including market trends, competitor performance and product strengths.
16. Promoted company products and services, including [Product or Service] product and [Product or Service].
17. Developed and delivered product demonstrations and presentations.
18. Identified and supported resale opportunities to achieve sales plans.
19. Used effective data analysis and sales strategies to increase profitability and develop system or organization for projects.
20. Suggested ideas for product evolution and new product variants.