

# TAKANORI ITO

Albany, NY  
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## OBJECTIVE

Results-driven Sales Engineer with a strong background in IT solutions and customer relationship management. Skilled in bridging the gap between technical capabilities and client needs to deliver scalable enterprise solutions. Seeking to contribute to a growth-oriented organization through innovative sales strategies and technical expertise.

## EXPERIENCE

### Senior Sales Engineer | Relecloud

2024 – 2025

- Led pre-sales technical consultations and solution design for enterprise clients, resulting in a 20% increase in client acquisition.
- Collaborated with product and engineering teams to tailor cloud-based solutions for client-specific business needs.

### Sales Engineer | Relecloud

2023 – 2024

- Supported sales operations by providing technical insights and product specifications during client negotiations.
- Assisted in developing RFP responses and technical documentation for cloud infrastructure projects.

### Sales Intern | Relecloud

2021 – 2023

- Supported sales operations by providing technical insights and product specifications during client negotiations.
- Assisted in developing RFP responses and technical documentation for cloud infrastructure projects.

## EDUCATION

### MS Information Technology | Jasper University

2018 – 2020

- GPA: 3.9/4.0
- Relevant Coursework: Cloud Computing, Enterprise Systems, Data Analytics, Network Security.

### BS Computer Science | Mount Flores College

2016 – 2018

- GPA: 3.7/4.0
- Relevant Coursework: Software Engineering, Database Systems, Algorithms, Web Development

## SKILLS

- |                           |                                  |                             |
|---------------------------|----------------------------------|-----------------------------|
| • Excellent Communication | • Cross-Functional Collaboration | • Data Analysis & Reporting |
| • Cloud Infrastructure    | • Proposal & RFP Development     | • CRM Systems               |