

John Smith

Senior Enterprise Sales Engineer

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SUMMARY



Results-driven Senior Enterprise Sales Engineer with 8+ years of experience driving revenue growth, leading cross-functional teams, and delivering tailored solutions to Fortune 500 clients. Proven track record of exceeding sales targets by 25%+ and expanding existing customer relationships by 50%+.

EXPERIENCE

Senior Enterprise Sales Engineer

Cisco Systems

Lead sales engineering efforts for large-scale enterprise deals, collaborating with cross-functional teams to deliver customized solutions and drive revenue growth.



 Jan 2018 - Present  San Jose, CA

- Spearheaded sales engineering efforts for Cisco's largest enterprise clients, resulting in a 30% increase in sales revenue
- Developed and delivered technical presentations, demos, and proofs-of-concept to C-level executives, resulting in a 25% increase in closed deals
- Collaborated with product management to develop and launch new products, resulting in a 20% increase in market share
- Built and maintained strong relationships with key decision-makers, resulting in a 50% increase in repeat business

Sales Engineer

IBM

Supported sales teams in delivering tailored solutions to enterprise clients, resulting in a 20% increase in sales revenue.


 Jun 2015 - Dec 2017  New York, NY

- Developed and delivered technical presentations, demos, and proofs-of-concept to key decision-makers
- Collaborated with sales teams to identify and pursue new business opportunities, resulting in a 15% increase in new logos
- Worked closely with product development to provide feedback and input on new product features, resulting in a 10% increase in product adoption

PROJECTS

Cisco DNA Center

Technical Lead


 Jan 2020 - Jun 2020

Led a team of sales engineers in developing and deploying a customized Cisco DNA Center solution for a Fortune 100 client, resulting in a 40% reduction in network downtime.

Cisco DNA Center • SDN • NFV

IBM Cloud Private

Sales Engineer

 Jun 2017 - Dec 2017

SKILLS

Sales Engineering

Cloud Computing

NetworkingLeadership

Communication

LANGUAGES


English

Spanish

EDUCATION

Bachelor of Science in Computer Science

Stanford University

 Sep 2010 - Jun 2014

 Stanford, CA

Computer Science • 3.5



CERTIFICATES

Cisco Certified Sales Engineer

 Jan 2016  Cisco Systems

Certified sales engineer for Cisco Systems

IBM Certified Sales Engineer

 Jun 2015  IBM

Certified sales engineer for IBM

STRENGTHS

Technical Leadership

Proven ability to lead cross-functional teams and drive technical sales efforts

Strategic Thinking

Ability to develop and execute strategic plans to drive revenue growth and expand existing customer relationships

Collaborated with a team of sales engineers to develop and deploy a customized IBM Cloud Private solution for a large financial services client, resulting in a 30% increase in application deployment speed.

IBM Cloud Private • Kubernetes • Docker