

Emily Chen

Sales Engineer Intern

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Summary

Results-driven and detail-oriented Sales Engineer Intern with a strong passion for driving business growth through innovative technical solutions. Proficient in communicating complex technical concepts to both technical and non-technical stakeholders, with a proven track record of successfully collaborating with cross-functional teams to identify and capitalize on new sales opportunities.

Experience

Sales Engineer Intern

Jun 2022 - Aug 2022

ABC Corporation

New York, USA

Supported the sales team in identifying and pursuing new business opportunities through technical discovery and needs analysis, resulting in a 25% increase in sales pipeline growth. Collaborated with the product development team to design and implement customized solutions for key clients, yielding a 30% rise in customer satisfaction ratings.

- Conducted thorough needs assessments to identify potential sales opportunities and developed targeted technical presentations to address client needs
- Worked closely with the sales team to develop and execute account plans, resulting in a 15% increase in sales revenue
- Provided technical support and training to clients, ensuring successful onboarding and adoption of company products

Technical Sales Support Intern

Jan 2022 - May 2022

DEF Startups

California, USA

Assisted the sales team in responding to technical inquiries from prospective clients, resulting in a 20% increase in sales conversions. Developed and maintained technical documentation and sales collateral to support the sales process, resulting in a 10% reduction in sales cycle time.

- Created and delivered technical presentations and product demonstrations to prospective clients, resulting in a 25% increase in sales pipeline growth
- Collaborated with the marketing team to develop targeted marketing campaigns, resulting in a 15% increase in lead generation
- Provided technical support and troubleshooting to existing clients, ensuring a 95% client satisfaction rating

Skills

Technical Sales
Account Management
Product Development
Cloud Computing
Data Analysis
Communication
Team Collaboration
Time Management
Leadership

Languages

English	Native
Spanish	Intermediate

Strengths

Technical Expertise

Proficient in a range of technical skills, including cloud computing, data analysis, and product development

Communication

Effective communicator with strong verbal and written skills, able to distill complex technical concepts into concise and actionable insights

Collaboration

Proven ability to work effectively in cross-functional teams, driving results through strong relationships and open communication