

JANE DOE

-  jane.doe@example.com
-  123-456-7890
-  New York, NY
-  www.janedoe.com
-  www.linkedin.com/in/janedoe
-  www.janedoeportfolio.com

SKILLS

- Sales Engineering
- Leadership
- Communication
- Technical Presentations
- Data Analysis

LANGUAGES

English • Native

CERTIFICATES

Certified Sales Engineer

Sales Engineering
Certification Board

2018

Completed a comprehensive
certification program in sales
engineering

AWARDS

Sales Engineering Award of Excellence

National Sales
Engineering Association

2020

Recognized for outstanding sales
engineering achievements and
contributions to the industry

STRENGTHS

Strategic Thinking

Ability to develop and execute
sales strategies to drive revenue
growth

Team Management

SUMMARY

Results-driven Sales Engineering Manager with 8+ years of experience in driving revenue growth, expanding customer relationships, and leading high-performing sales engineering teams. Proven track record of success in developing and executing sales strategies, building strong customer relationships, and mentoring sales engineers to improve performance and skillset.

EXPERIENCE

Sales Engineering Manager

ABC Corporation • New York, NY • 2018-Present

Leading a team of sales engineers to drive revenue growth and expand customer relationships

- Developed and executed sales strategies to increase revenue by 25% within 6 months
- Built and maintained strong relationships with key customers, resulting in a 30% increase in repeat business
- Managed and mentored a team of 5 sales engineers, providing coaching and training to improve performance and skillset

Senior Sales Engineer

DEF Company • Los Angeles, CA • 2015-2018

Generated new business opportunities and expanded existing customer relationships through technical presentations and product demonstrations

- Increased sales revenue by 15% within 12 months through identification and pursuit of new business opportunities
- Conducted technical presentations and product demonstrations to customers, resulting in a 20% increase in sales closures
- Collaborated with cross-functional teams to develop and implement sales strategies and solutions

EDUCATION

Bachelor of Science in Mechanical Engineering

Stanford University • Stanford, CA • 2010-2014

Mechanical Engineering • 3.5

PROJECTS

Sales Engineering Tool Development

Project Lead • 2019-2020

Developed and implemented a sales engineering tool to streamline sales processes and improve customer engagement

Salesforce • Python • Data Analytics

Proven experience in managing
and mentoring sales engineering
teams

REFERENCES

John Smith, Sales Director
Supervisor
john.smith@example.com

HOBBIES

Reading industry publications
and attending sales
engineering conferences