



# John Smith

Director of Sales Engineering

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123-456-7890

website.com

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## Summary

Results-driven Director of Sales Engineering with 8+ years of experience in sales engineering, leadership, and strategy development. Proven track record of driving sales growth, improving customer satisfaction, and leading high-performing teams.

## Experience

**Director of Sales Engineering** 2020–Present  
ABC Corporation New York, USA

Director of Sales Engineering

- Developed and executed sales engineering strategy, resulting in 25% increase in sales revenue
- Led a team of 10 sales engineers, providing coaching and mentorship to improve sales performance
- Collaborated with cross-functional teams to launch new products, resulting in 30% increase in customer adoption

**Senior Sales Engineer** 2018–2020  
XYZ Inc. California, USA

Senior Sales Engineer

- Generated \$1.2M in new sales revenue through strategic account development and relationship building
- Designed and delivered technical sales presentations to C-level executives, resulting in 40% close rate
- Developed and maintained technical relationships with key customers, resulting in 25% increase in customer satisfaction

## Languages

English Native

## Skills

Sales Engineering, Leadership, Communication

## Education

**Bachelor of Science in Engineering** 2010–2015  
Stanford University California, USA  
Mechanical Engineering 3.8

## Projects

**Sales Engineering Platform** 2020  
Director of Sales Engineering  
Developed a sales engineering platform using Python and AWS, resulting in 30% reduction in sales cycle time  
Python • AWS

## Certificates

**Certified Sales Engineer** 2020  
Sales Engineering Institute  
Sales Engineering Certification

## References

**Jane Doe, CEO**  
Supervisor 123-456-7890

## Hobbies

Reading industry publications