

JOHN SMITH

SALES ENGINEER (AUDIO/VISUAL)

CONTACT

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SUMMARY

Highly experienced and skilled sales engineer with a strong background in audio/visual systems design and installation. Proven track record of driving sales growth and revenue, with a strong ability to provide technical expertise and support to customers.

SKILLS

- Audio/Visual Systems Design
- Sales and Marketing
- Technical Support and Troubleshooting
- Project Management
- Communication and Presentation

EDUCATION

Bachelor of Science in
Electrical Engineering
Jun 2015
University of California, Los
Angeles
Los Angeles, CA
Electrical Engineering 3.5/4.0

LANGUAGES

English	Native
Spanish	Fluent

CERTIFICATES

Crestron Certified Sales
Engineer
Mar 2018
Crestron Electronics

EXPERIENCE

Sales Engineer (Audio/Visual)	Jan 2018 - Present
AV Solutions Inc.	New York, NY
Responsible for driving sales growth and providing technical expertise to customers in the audio/visual industry.	
<ul style="list-style-type: none">• Conducted product demonstrations and presentations to customers, resulting in a 25% increase in sales revenue within 6 months• Collaborated with cross-functional teams to develop and implement sales strategies, leading to a 15% increase in market share• Provided technical support and troubleshooting to customers, achieving a 95% customer satisfaction rate• Analyzed customer needs and developed tailored solutions, resulting in a 20% increase in average order value	

Junior Sales Engineer (Audio/Visual)	Jun 2015 - Dec 2017
Sound Systems Inc.	Los Angeles, CA
Assisted senior sales engineers in providing technical support and sales expertise to customers in the audio/visual industry.	
<ul style="list-style-type: none">• Conducted site surveys and system designs for customers, resulting in a 10% increase in sales revenue within 3 months• Assisted in the development and implementation of sales strategies, leading to a 5% increase in market share• Provided technical support and troubleshooting to customers, achieving an 90% customer satisfaction rate• Participated in trade shows and industry events to promote products and build relationships with customers and partners	

PROJECTS

AV System Design and Installation for Corporate Client
Mar 2020 - Jun 2020
Lead Sales Engineer
Designed and installed a comprehensive audio/visual system for a corporate client, resulting in a 25% increase in productivity and a 15% reduction in operational costs.

Completed training and certification program for Crestron sales engineers.

Extron Certified Sales Engineer

Jun 2019

Extron Electronics

Completed training and certification program for Extron sales engineers.

Crestron • Extron • Biamp

Digital Signage Solution for Retail Client

Sep 2019 - Dec 2019

Sales Engineer

Developed and implemented a digital signage solution for a retail client, resulting in a 10% increase in sales revenue and a 5% increase in customer engagement.

BrightSign • Samsung • LG