

Objective

To build a solid sales career with a worldwide organization focused on building blocks and solutions frameworks for embedded systems, server, PC, telecommunications infrastructure, enterprise cloud, intelligent connected devices, and contributing to a build out of a smarter planet. I wish to fulfill responsibilities that will aid development of my professional skills in sales, business development, systems technology, co-marketing and customer relations. hope to build opportunities for advancement of goals and earnings capabilities.

Skills

Certifications: Project Management Professional.

Work Experience

Field Sales Engineer I

ABC Corporation - October 2000 – March 2002

- Managed sales activities for the South Central and Rocky Mountain regions of the United States.
- Included the Intel Communications product line, with a strong focus on VoP building blocks forming the edge of the NGN.
- Developed strong relationships with OEMs of soft-switches, application/media servers, media and signaling gateways.
- Included forecasting and achievement of assigned territory bookings/sales goals, achievement of design win goals.
- Developed and maintained accounts/call scheduling/cycling throughout territory.
- Trained and coordinated sales activities with distribution partners, manufactures representatives, and assigned Filed Applications Engineer.
- Selected Achievements Presidents Club winner and Grew territory sales twice the national sales growth the last 3 years for the company to .

Field Sales Engineer

Delta Corporation - 1996 – 2000

- Grew business in the industrial market representing dust collection products for industrial steel, and grain production.
- Clients included Inland Steel and United States Steel, major Midwest grain processors including Ingredion and Archer Daniels Midland.
- Identified and resolved air treatment equipment issues to reduce environmental impacts.
- Expanded into new markets including soda ash industries and engineering firms.
- Midwest regional rep covering x states, and serving clients including Cargill, Archer Daniels Midland, American Maize, & Ingredion.
- Increased sales from \$600k to \$750k and expanded into new markets spanning Municipal, rock and aggregate.
- This is Dummy Description data, Replace with job description relevant to your current role.

Education

Bachelor's in Computer Systems Technology - August 1986(MTI College of Business and Technology - Friendswood, TX)