
AUTOMATION SALES ENGINEER RESUME

Objective:

Automation Sales Engineer seeking position in which to make a positive impact in company by using my special skills and training.

Highlights of Qualifications:

- Remarkable experience in automation sales and system
- Extensive knowledge of automation sales and marketing as well as vendors automation products
- Steep knowledge to interpret construction plans
- Amazing ability to handle customer complaints and communicate information to authorities, customers and public groups
- Superior computer skills
- Strong communication skills

Professional Experience:

Automation Sales Engineer, August 2005 – Present
Turner Machine Co., Inc., Columbus, OH

- Advanced trade opportunities and recognized profitable sales opportunities.
- Formulated estimate costs, sales and proposals as well as enforced sales strategies.
- Managed sales presentations and ROI calculations.
- Marketed specification of our products and evaluated construction plans.
- Conducted site inspections and developed profitable alliances.

Automation Sales Engineer, May 2000 – July 2005
Liberty Personnel Services, Inc., Columbus, OH

- Outlined integrated Building Automation Systems and managed data for reports as well as handled customer needs.
- Coordinated with customers about order changes and technical questions.
- Managed price estimates, quotations for projects and conducted customer visits.
- Supervised quoted projects and current orders.
- Carried out formal presentations and trainings.

Education:

B.S in Engineering, Wayne State University, Detroit, MI

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