

---

# INDUSTRIAL SALES ENGINEER RESUME

---

## Objective:

To work as an Industrial Sales Engineer and practice my knowledge and past experiences.

---

## Qualifications:

- Vast Sales experience within the automation and industrial market
  - Profound knowledge of automation machinery
  - Huge knowledge of various interconnect and application products
  - Ability to build good working relationships in industry
  - Remarkable skills to successfully negotiate and close a sales call
  - Skilled to organize working of facility
  - Proficient with Microsoft Office Suite
  - Familiarity in working with OEM's representative agencies
- 

## Experience:

Industrial Sales Engineer, August 2005 – Present  
Molex Inc, Bandera, TX

- Established contacts with customers and prospective customers and promoted company products.
- Developed sales plan for area that were assigned and ensured that all targets were met.
- Conducted sales call on prospective customer and existing customers and generated more revenue for organization.
- Provided customers with necessary information that was related to supply such as delivery dates, specifications for product and credit details.
- Coordinated with various teams and facilitated sales of assigned area.
- Updated customer on new technology in market and provided information about new products.
- Maintained all company equipments.

Industrial Sales Engineer, May 2000 – July 2005  
Fischer Process Industries, Bandera, TX

- Ensured that supply line was never disrupted.
  - Established all follow ups and answered all queries by customers in given time frame.
  - Developed business strategies that facilitated growth of organization.
  - Monitored and attended all trade shows and trade shows that were associated with company.
- 

## Education:

Bachelor's Degree in Industrial Engineering, Newbury College, Brookline, MA

[Build your Resume Now](#)