
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](#)