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## Pre Sales Engineer Resume

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### Job Objective

Seeking employment as a Pre Sales Engineer with qualified company in which to help boost the company and enhance my skills within the field.

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### Highlights of Qualifications:

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- Extensive experience with leading security products and practicality in fast paced environment
  - Steep knowledge of solution selling processes and CAD tools
  - Outstanding ability to coordinate with technical personnel and business executives
  - Ability to outline proof-of-concept and prototype experiments along with outstanding capability to manage under pressure
  - Ability to effectively communicate with both technology-oriented and senior business executives
  - Superior communication, teamwork and interpersonal skills
  - Excellent numeric, organization, time management and problem solving skills
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### Professional Experience:

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Pre Sales Engineer, August 2005 – Present  
Ciphent, Inc., Peebles, OH

- Analyzed products and controls and provided technical suggestions to prospects.
- Formulated technical presentations and interpreted customer requirements.
- Conducted client training and coordinated with the clients.
- Coordinated in sales activities.
- Provided post-sale support and follow-up.

Pre Sales Engineer, May 2000 – July 2005  
Brocade, Peebles, OH

- Imparted expertise in a pre-sales capacity and corresponded in sales calls.
  - Formulated product demonstrations and product architecture presentations.
  - Outlined product enhancements.
  - Developed pre-sales processes.
  - Oversaw customer implementations.
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### Education:

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Bachelor's Degree in Computer Science, Guilford College, Greensboro, NC

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