
Technical Sales Manager Resume

Job Objective

Inspiring Technical Sales Manager is looking for employment that challenges me and that enhances my experience in the field.

Highlights of Qualifications:

- Hands on experience providing sales support to technical team and creating new customers
 - Remarkable ability to interpret various technical documents
 - Outstanding skills to achieve sales target
 - Ability to create, compose, and edit written materials
 - Skilled to perform basic math calculations
 - Ability to speak effectively before individuals and groups of people
 - Proficient in Novel, Linux technologies and Microsoft applications
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Professional Experience:

Technical Sales Manager
Royal Cyber, Salina, KS
October 2008 – Present

- Determined sales objectives and met all targets assigned for territory.
- Monitored assigned area by travelling regularly and making sales call to prospective customers.
- Identified and gathered information on customer requirement and recommended appropriate service and system product.
- Managed and maintained a list for sales leads for all prospective clients.
- Assisted Sales Support team provided necessary information for preparing quotes.
- Prepared and documented reports for project progress and all associated activities.
- Reviewed working of project and ensured its compliance with company standards, policies and codes.
- Prepared market reports and monitored all competitor activities.

Technical Sales Consultant
Biowish Technologies, Salina, KS
August 2003 – September 2008

- Developed strategies to enhance business and increase customers for products.
- Assisted existing and prospective customers with company products and their required features.
- Provided technical support to all sales plan with various pre sales and post sales activities.
- Managed all product demonstrations and installation of products and ensured work according to required specifications.
- Gathered information on all customer requirements and developed applications accordingly.
- Analyzed data according to standards procedures and procured necessary results required to facilitate sales.

Technical Sales Representative
SAIC, Salina, KS
May 1998 – July 2003

- Managed all sales and marketing activities of assigned areas.
 - Oversaw development of new products and its launch in market.
 - Determined target customers by analyzing its industry and trade.
 - Coordinated with senior executives and decisions makers and targeted prospective accounts.
 - Monitored local service management industries and provided support to all local sales staff.
 - Documented all competitors' information for market studies.
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Education:

Bachelor's Degree in Business
North Central Michigan College, Petoskey, MI

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