
Technical Sales Representative Resume

Job Objective

Seeking the opportunity to utilize my skills as an experienced Technical Sales Representative while helping company excel and meet long-term goals.

Highlights of Qualifications:

- Remarkable technical sales experience
 - Profound knowledge of technical terms
 - Deep knowledge of the business culture and culture of customers
 - Ability to formulate reports and coordinate with all levels in the organization
 - Outstanding mathematical calculations ability and handle sales objections
 - Ability to research and cold call
 - Ability to make cold calls and sales and technical presentations
 - Ability to deliver technical information and data
 - Superior oral and written communication skills
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Professional Experience:

Technical Sales Representative
Honeywell International, Sun City CA
November 2006 – Present

- Managed inbound and outbound calls and handled electrical and mechanical run issues.
- Maintained customer service database and managed customer service issue trends and overcome them.
- Coordinated directly with clients on supplying parts and pricing and even corresponded with shipping and production with regard to parts expedition.
- Maintained shipments for parts and products.
- Aided to formulate documentation for installers and customers.

Technical Sales Representative
Dell, Sun City CA
February 2001 – October 2006

- Suggested good candidates for the program and coordinated with customer to explain program benefits.
 - Managed evaluation of customer electrical usage.
 - Explained the financial benefits of coordinating in the program.
 - Handled customer concerns.
 - Corresponded with the customer during implementation of the project to handle their queries.
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Education:

Bachelor's Degree in Sales
South Georgia College, Douglas, GA

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