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## Technical Sales Support Resume

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### Job Objective

Seeking a position as Technical Sales Support in an organization where I can apply my experience and efficiently contribute to the company's growth.

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### Summary of Qualifications:

- Remarkable technical sales and technical support experience in IT industry
  - Profound knowledge of developing and documenting business requirements for potential solutions
  - Good understanding of online advertising – (networks, servers, and exchange)
  - Solid written communication and presentation skills
  - Proactive, self-directed, detailed, and organized
  - Ability to establish business relationship with customers that is mutually beneficial and profitable
  - Proficient with Microsoft office products (Word, Excel, PowerPoint)
  - Strong analytical skills and an understanding of quantitative and statistical analysis
  - Profound ability to handle complex projects in a multi-tasking environment
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### Work Experience:

Technical Sales Support, August 2005 – Present  
Dyno Nobel Inc, Nelsonville, OH

- Assisted business development in handling technical requests from customers.
- Managed the third party demographic and biometric data feed.
- Analyzed data from a variety of databases to supporting business.
- Developed reports, analyzed segment performance and summarized results.
- Provided pre-sales support resources to optimize sales and revenue volume.

Technical Sales Support, May 2000 – July 2005  
Generac Power Systems, Inc., Nelsonville, OH

- Determined appropriate action and follow up for sales plans.
  - Assisted sales teams with activities related to orders.
  - Acted as liaison for sales with other organizations.
  - Utilized systems to generate and assimilate reporting as needed and requested.
  - Managed day to day functions required to run the internal processes.
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### Education:

Bachelor's Degree in Engineering, Hult International Business School, Massachusetts, MA

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