
Telecom Sales Engineer Resume

Job Objective

Seeking Telecom Sales Engineer position in which my training and qualifications can help company boost productivity.

Summary of Qualifications:

- Extensive experience working within team-based organizations and in financial analysis and quantitative analysis
 - Profound knowledge of Geographical Information Systems
 - Deep understanding of fiber optic technology
 - Familiarity with Visio and Power Point
 - Ability to communicate with people and motivate others
 - Ability to translate work activities, products, market trends
 - Ability to translate work activities and multi task
 - Excellent customer service and organizational skills
 - Superior presentation skills
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Work Experience:

Telecom Sales Engineer, August 2005 – Present
SRP, Wheeling, WV

- Evaluated customer requests and outlined technical services requests.
 - Checked cost estimates and designs.
 - Coordinated with sales support.
 - Managed customer technical questions and executed post-sale project management.
 - Handled preparation of information and formulated white papers.
 - Coached staff members and Key Account Managers.
 - Formulated client presentations and solutions proposals.
 - Enforced new and existing on-going projects.
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Education:

Bachelor's Degree in Business & Telecommunications, Harding University, Searcy, AR

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