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## Telecom Sales Engineer Resume

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### Job Objective

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

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### Summary of Qualifications:

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- 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:

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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:

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

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