Janine Nel

Sales Engineer

Address 1515 Pacific Ave
Los Angeles, CA 90291
United States

Email email@email.com

Driving license Full

Phone 3868683442

Place of birth San Antonio

Links LinkedIn, Pinterest, Resume Viking Templates, Build this template

01 PROFILE

Deadline- focused Sales Engineer with six years experience in technical sales, contributing to the 30% growth of income for regional technology solutions provider over five states, producing and assisting long-term contracts with Fortune 500 clients, and growing Territory sixfold up to $350M.

02 EMPLOYMENT HISTORY

05/2021 — 05/2021

Sales Engineer at Engen Oil

Jacksonville

Primary duty was to recognize and provide current and future customer necessities in areas of filtration and lubrication products and services.

- Initiated Lubrication Fundamentals classes for employees and customers, which provided education on basic product info, machine elements that need lubrication, application methods, storing lubricant, and lubricant conservation and handling.
- Designed and applied a highly effective industrial filtration program that produced up to 2,000 gallons of processed oil weekly, which resulted in a considerable expense saving for the customer and improved profits for the company.
- Designed and applied for numerous lubrication programs, providing additional value-added services and improved profit margins.
- Functioned as a consultant on Best-in-Class Lubrication programs.

01/2018 — 04/2020

Sales Engineer at Quest Medical

Los Angeles

Accountable for day-to-day program management, customer relationships, and estimating the shaping and assembly of medical programs for critical Fortune 500 Clients: Pall Life Sciences, Baxter Healthcare, and Quest Medical.

- Designed and presented tailored technical solutions to top-3 state automotive dealers, driving sales from $3M to 11$M over t5 years.
- Supervised logistics and Proof of concept pilots worth up to $800,000.
- Exceeded yearly quota by 145% by actively outperforming the competition in public tenders and providing 97.5% satisfaction support over the managed Territory of current accounts.

03 EDUCATION

Jan 2018 — May 2021

Harvard University

Miami

Masters in Industrial Engineering

Jan 2017 — Dec 2018

National Council of Examiners for Engineering and Surveying (NCEES)

Newton

Professional Engineering (PE) Exam

04 SKILLS

AutoCAD	●●●●●	Engineering	●●●●●
Industry Trends & Sales Forecasting	●●●●●	Agile Project Management	●●●●●
Knowledge of Technical Diagrams	●●●●●		

05 LANGUAGES

English	●●●●●	Dutch	●●●○○

06 COURSES

May 2021 — May 2021

Certified Associate in Project Management at Project Management (CAPM) Project Management Institute (PMI), Seneca, South Carolina.

07 HOBBIES

Piano, Debate, Triathlon