Janine Nel

SALES ENGINEER

email@email.com 1515 Pacific Ave, Los Angeles, CA 90291, United States 3868683442

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.

Employment History

Sales Engineer, Engen Oil, Jacksonville

May 2021 — May 2021

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.

Sales Engineer, Quest Medical, Los Angeles

January 2018 — April 2020

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.

Education

Masters in Industrial Engineering, Harvard University, Miami

January 2018 — May 2021

Professional Engineering (PE) Exam, National Council of Examiners for Engineering and Surveying (NCEES), Newton

January 2017 — December 2018

Details

1515 Pacific Ave
Los Angeles, CA 90291
United States
3868683442
email@email.com

Driving license
Full

Place of birth
San Antonio

Links

LinkedIn

Pinterest

Resume Viking Templates

Build this template

Skills

AutoCAD

Industry Trends & Sales Forecasting

Knowledge of Technical Diagrams

Engineering

Agile Project Management

Languages

English

Dutch

Hobbies

Piano, Debate, Triathlon

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Courses

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

May 2021 — May 2021