



CONTACT



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XXXXXXXXXXXXXXXXXXXX XXXXXXXX
Juarez, Chihuahua, Mexico

SKILLS

Sales Process



Business Development



Project Management



Sales Engineering



Full-Stack Sales



Sales Navigator



Customer Relations



Product Knowledge



ENRIQUE ALBERTO

FIELD SALES ENGINEER

PROFILE

A skilled Field Sales Engineer with more than 6 years of extensive experience assisting companies leverage technology to meet business needs. Well-documented success generating multimillion-dollar revenue value through the creation of new opportunities with high-profile and industry-leading organizations. Having a notable capacity for defining and translating complex business issues into high-value solutions that promote operational efficiencies. Well-versed in multi-vendor complexities for unified communications, contact center, self-service, voice, data, and security solutions.

TECHNICAL SKILLS

R3 Sales ACCLIVUS Course, NI Certified Lab VIEW Associate Developer (CLAD), NI Test Stand (instructor), NI CVI (instructor), Expert in Word, PowerPoint, Excel, Outlook, CRM, Sales force, Visio.

PROFESSIONAL EXPERIENCE

Interlatin | Field Sales Engineer

April 17 – Present

- Provide technical customer support and worked with field tech and other departments that would be able to assist customers to resolve voice or data issues.
- Provide an effective link between sales, account management, development, and product & marketing
- Generated new accounts from 16 active accounts in 2017 to 33 active accounts in 2020 by implementing effective networking and content marketing strategies.
- Managed budget forecasting goal setting and performance reporting for accounts.
- Used a technical consulting / problem-solving approach focusing on decreasing machine downtime and associated costs, matured territory from USD 592,000.00 to USD 967,000.00 USD in 3 years.
- Achieved a 125% higher quotes and sales rate than the company's national average in 2020.

National Instruments Juarez. Ct. | Inside Sales Engineer

Sept 2016 – Apr 2017

- Provided technical support and coordinated resources to remediate issues and solve errors.
- Invoiced customers as required, obtained and coordinated necessary information to Engineering for order processing.
- Communicated continually with Outside Sales representatives providing inside support and knowledge to help with customer application, order, and quote requests.
- Worked on 80 – 100 quotes, submittals, and orders weekly.

National Instruments Juarez. Ct.
Application Engineer

Jul 2015 – Sept 2016

- Provided sales support by troubleshooting new installation issues, developing new product specifications, and meeting customer need with product and parts drawings and documentation. Responsible for customer telephone and field support.
- Practically engaged in continuous training to dominate the different technologies that National Instruments offers.
- Performed detailed technical reviews on new project orders working closely with Commercial Managers and Project Managers to ensure the smooth and timely transition to Supply Chain.
- Collaborated with colleagues on the development of new mobile software applications, ensuring that the clients' needs and requirements were always met.
- Worked on multiple projects simultaneously, tested developed software, and maintained and upgraded various hardware and software.

MÁS MATERIALES PM S de RL de CV, Chihuahua, Chih.
Manager and owner

May 2014 – Sept 2015

- Overseer of the company with quotes and production, supply chain, inventory management for current and new clients, and supplies based on standard operating procedures.
- Maintained accurate customer accounts in the company computer system by keeping track of data, personnel information, inspections, audits, and local and state policy changes.
- Responsible for sales, negotiation, distribution, contact, and dealing with customers.
- Utilized customer statements to analyze savings and possible value-added services.

Fabricación y distribución de materiales para la Vivienda SA de CV, Chihuahua, Chih.
Production and Inventory Manager

May 2014 – Dec 2014

- Performed periodic checks to determine which products to order.
- Assisted with weekly inventorying duties, frequently earning praise for accuracy and productivity.
- Skillfully tracked daily receipts, responded to customer complaints, motivated staff, and assisted with stock duties.
- Responsible for calculating and making plans for productions to accomplish customer demand, ensure production and delivery of the product, and also enhancements to facilitate and shorten production times.

Universidad Tec Milenio Chihuahua Campus Chihuahua, Chihuahua, Chih.
Promotion executive

May2013 – Mar 2014

Fixed home Chihuahua (contractor), Chihuahua, Chih.
Manager and owner

Aug 2012 – May 2013

EDUCATION

Instituto Tecnológico de Estudios Superiores de Monterrey Campus Chihuahua

Jan 2012 – Aug 2012

Sports Coordinator

Business Administration Master January

Instituto Tecnológico De Estudios Superiores De Monterrey

Mechatronics Engineer

Universidad la Salle Chihuahua