

Kevin Douglas

Austin, TX
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LinkedIn | Portfolio

Education

Bachelor of Science in Computer Engineering

University of Texas at Austin | May 2015

Key Skills

- Product demonstrations and technical presentations
- Pre-sales consulting and solutions architecture
- Customer onboarding and training
- SaaS and enterprise software sales

Sales engineer with expertise in technical sales and client consulting

Highly skilled sales engineer with nine years of experience in technical product sales, solution-based selling, and enterprise software.

Professional Experience

Sales Engineer

CloudTech Solutions, Austin, TX | April 2019 - Present

- Shortened sales cycles by 25% by improving client onboarding processes
- Increased product adoption by 40% through personalized technical training
- Provide pre-sales consulting, supporting enterprise-level deal closures

Technical Sales Consultant

Data Systems Inc., Houston, TX | July 2015 - March 2019

- Worked closely with engineers and sales teams, closing deals worth over \$1 million annually
- Developed custom product demos, improving win rates by 30%