



Kyle Smith

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LinkedIn | Portfolio

Technical sales representative with expertise in complex product solutions
Experienced technical sales professional with eight years of experience in hardware and software solutions, technical training, and enterprise sales.

Professional Experience

Technical Sales Representative

InnovateTech, San Francisco, CA

- Shortened sales cycles by **30%** through **personalized technical consultations**
- Increased **client adoption rates by 25%**, improving customer satisfaction
- Deliver **technical training to enterprise clients**, ensuring seamless implementation

Sales Associate – Wholesale Division

Alpha Solutions, Los Angeles, CA

- Assisted in closing **\$3 million in annual software sales** through consultative selling
- Developed **custom product demonstrations**, increasing engagement rates

Key Skills

- Product demonstrations and technical presentations
- Client training and onboarding
- Sales engineering and technical consulting
- SaaS and hardware sales

Education

Bachelor of Science in Computer Science
Stanford University

July 2019 -
Present

June 2016
-
June 2019

May 2016