

Kevin Douglas

(555) 789-6543 • Austin, TX • kevin.douglas@email.com • LinkedIn | Portfolio

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%**

Education

University of Texas at Austin
Bachelor of Science in Computer Engineering
May 2015

Key Skills

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