



Aiken, SC 12345



(803) 555-0125



ingrid.fairbanks@example.com

KEY SKILLS

- Salesforce
- HubSpot
- AutoCAD
- Microsoft Excel
- B2B Solution Selling
- Technical Demo Design
- Product Configuration
- Contract Negotiation
- PCI Compliance
- Account Management

Ingrid Fairbanks

Sales Engineer

Technical sales professional with 6 years of experience managing up to 38 accounts concurrently, delivering technical demos, and configuring B2B solutions in Salesforce and HubSpot for manufacturing and energy clients. Renewed \$2.52M in annual service contracts while maintaining a renewal rate above 97.02% across South Carolina and Georgia territories.

PROFESSIONAL EXPERIENCE

SALES ENGINEER

EDISTO CREEK AUTOMATION, AIKEN, SC | 2023 – PRESENT

- Deliver an average of 14 technical demos per month to prospects in the manufacturing and energy sectors, converting 9 demos into active pipeline opportunities each quarter.
- Manage 38 accounts concurrently across South Carolina and Georgia, renewing \$2.52M in annual service contracts with a renewal rate above 97.02%.
- Increased customer engagement rate by 25.8% within the first 12 months by tailoring live product configurations to each prospect's documented workflow gaps.
- Create and modify product configurations in Salesforce to align with customer specifications, reducing average quote turnaround from 6 days to 2 days.

ASSOCIATE SALES ENGINEER

SAVANNAH RIVER CONTROLS, NORTH AUGUSTA, SC | 2021 – 2023

- Conducted 8 technical demos monthly for mid-market accounts, generating \$1.36M in qualified pipeline value within the first fiscal year.
- Managed 26 accounts concurrently and coordinated delivery schedules with warehouse teams, keeping on-time shipment at 98.04%.
- Boosted customer engagement rate by 19.7% by building a library of 11 reusable demo scenarios that addressed the most common integration questions.
- Drafted sales and service contracts for custom sensor packages, securing \$736K in new orders over 14 months.

TECHNICAL SALES ASSOCIATE

HOLLOW CREEK INDUSTRIAL SOLUTIONS, AUGUSTA, GA | 2020 – 2021

- Supported senior engineers in delivering 6 product demos per month to prospective clients in the food-processing and packaging industries.
- Tracked 19 active prospect accounts in HubSpot, updating engagement notes within 24 hours of each customer interaction.
- Arranged delivery logistics for 47 orders totaling \$418,700, coordinating between production and field service teams to meet installation windows.

EDUCATION

BS in Mechanical Engineering

Clemson University, Clemson, SC | 2016 – 2020