



Colin Sherwood

Field Sales Engineer

Field sales engineer with 6 years of experience designing tailored integration packages for 37 manufacturing clients, driving a 26.1% product adoption increase across the Pacific Northwest. Developed and presented proposals for customer-specific automation requirements, generating \$2.46M in annual bookings across industrial and food-processing verticals, while managing full deal cycles in Salesforce and HubSpot.

CONTACT INFORMATION

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EDUCATION

- BS Mechanical Engineering
2016 - 2020
Oregon Institute of Technology,
Klamath Falls, OR

KEY SKILLS

- Salesforce
- HubSpot
- Microsoft Excel
- AutoCAD
- B2B Solution Selling
- Technical Discovery
- Custom Configuration Design
- RFP Response Development
- Territory Planning
- PCI Compliance

PROFESSIONAL EXPERIENCE

Field Sales Engineer I 2023 - Present
Ochoco Ridge Automation, Bend, OR

- Drove product adoption increase of 26.1% across the Pacific Northwest territory by designing tailored integration packages for 37 manufacturing clients.
- Shortened average deal cycle from 134 days to 87 days by pre-building solution templates in Salesforce that let prospects evaluate configurations during first-week discovery calls.
- Developed and presented proposals for customer-specific automation requirements, generating \$2.46M in annual bookings across industrial and food-processing verticals.
- Documented account activities and generated quarterly territory reports, identifying 9 resale opportunities worth \$437K in recurring license revenue.

Sales Engineer I 2021 - 2023
Deschutes Basin Controls, Redmond, OR

- Reduced product implementation time from 41 days to 23 days by creating reusable configuration scripts for the company's top 6 SKUs.
- Compressed average deal cycle from 148 days to 109 days by building a technical comparison matrix that addressed buyer objections before the second meeting.
- Tracked all lead interactions and follow-up sequences in HubSpot for 28 active accounts, updating opportunity stages within 24 hours of each customer meeting.

Associate Sales Engineer I 2020 - 2021
Newberry Peak Systems, Eugene, OR

- Supported senior engineers in preparing custom proposals, contributing to a product adoption lift of 15.5% for the sensor hardware line within 11 months.
- Cut average implementation timeline by 8 days by standardizing pre-shipment testing checklists with the QA team.
- Logged all customer interactions and supplier transactions in Salesforce, keeping records current for 19 accounts across 4 Oregon counties.