



Victor Tavares

Associate Sales Engineer

Industrial sales professional with 2 years of experience using HubSpot and Salesforce to manage B2B outbound prospecting and technical cost estimation for control products. Grew an assigned pipeline from \$154K to \$193K by researching target accounts and scheduling follow-up sequences within 48 hours of initial contact. Prepared cost estimates for custom sensor and relay configurations, maintaining 97.29% accuracy across 41 quotes.

CONTACT INFORMATION

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 Meadville, PA 12345

KEY SKILLS

- HubSpot
- Salesforce
- AutoCAD
- Microsoft Excel
- B2B Outbound Prospecting
- Technical Cost Estimation
- CRM Pipeline Management
- Customer Requirements Analysis
- PCI Data Handling
- Microsoft Teams

PROFESSIONAL EXPERIENCE

Associate Sales Engineer | Conneaut Valley Controls, Meadville, PA
2025 - Present

- Averaged 23 cold calls per week to qualify leads for industrial control products, converting outbound contacts into 4 to 6 discovery meetings per month.
- Grew assigned sales pipeline from \$154K to \$193K in 7 months by researching target accounts in HubSpot and scheduling follow-up sequences within 48 hours of initial contact.
- Prepared cost estimates for custom sensor and relay configurations, maintaining 97.29% accuracy against final invoiced amounts across 41 quotes.
- Collaborated with senior sales engineers to assess equipment needs during on-site customer visits, documenting requirements in Salesforce for 17 active prospects.

Sales Development Representative | French Creek Instrumentation, Erie, PA
2024 - 2025

- Conducted an average of 19 cold calls per week targeting facilities managers in the plastics and packaging sectors, booking 31 qualified meetings in Q3 2024.
- Expanded pipeline coverage by identifying 14 new prospect companies through industry directory research, adding \$87,300 in potential deal value over one quarter.
- Reviewed AutoCAD drawings alongside engineers to confirm system requirements before quoting, reducing estimate revision requests from 7 per month to 3.
- Logged all outbound activity and lead status updates in HubSpot, keeping contact records current for 26 prospects across northwestern Pennsylvania.

EDUCATION

BS in Mechanical Engineering Technology
Penn State Behrend, Erie, PA | 2020 - 2024