



Mark Johnson

Sales Solutions Engineer

CONTACT

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 United States, San Francisco, CA

EDUCATION

Bachelor of Science in Computer Science

University of California, Berkeley,
United States, Graduated: May 2017

Certifications

- **AWS Certified Solutions Architect – Associate**, Amazon Web Services, July 2021
- **Certified Solutions Engineer-**, Salesforce, January 2019

PROFESSIONAL SUMMARY

Dynamic and customer-oriented Sales Engineer with experience in bridging the gap between client needs and technical solutions. Expertise in presenting technical products, crafting tailored solutions, and ensuring a seamless sales cycle.

EXPERIENCE

Sales Solutions Engineer

2020 – Now

Tech Innovators, San Francisco, CA

- Collaborate with the sales team to create customized solutions for clients, translating their business requirements into specifications.
- Lead product demonstrations, explaining the aspects and benefits of products to non-technical stakeholders.
- Provide pre-sales support to clients, responding to RFPs and conducting technical evaluations.
- Develop proof-of-concept solutions to showcase product feasibility for clients.
- Work closely with the engineering and product teams to ensure solutions align with capabilities and customer expectations.

Technical Account Manager

Tech Corp Solutions, San Jose, CA

- Provided technical expertise during client meetings to support the sales process and ensure alignment of the solution with customer needs.
- Managed client relationships post-sale, ensuring smooth implementation of the solution and addressing any technical issues.
- Created training materials and delivered hands-on sessions to clients on product usage and best practices.

★ SKILLS

Sales Engineering & Technical Presentations	★★★★★
CRM Software (Salesforce, HubSpot)	★★★★★
Proof-of-Concept & Prototype Creation	★★★★★
Client Relationship Management	★★★★★
Cross-Functional Collaboration	★★★★★
Cloud Solutions (AWS, Azure)	★★★★★