



MICHAEL ANDERSON

Technical Sales Representative

Results-oriented Renewable Energy Specialist with a strong background in technical sales and client relations within the renewable energy sector. Proven ability to identify client needs and provide tailored solutions that enhance energy efficiency and sustainability. Expertise in conducting product demonstrations and presenting technical information to diverse audiences. Strong negotiation skills facilitate the closing of complex sales contracts while nurturing long-term client relationships.

CONTACT

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San Francisco, CA

EDUCATION

Bachelor of Science in Business Administration

University of Michigan
2016-2020

SKILLS

- Technical Sales
- Client Relations
- Negotiation
- Market Analysis
- Product Demonstration
- Customer Service

LANGUAGES

- English
- Spanish
- French

WORK EXPERIENCE

Technical Sales Representative

2020-2023

Renewable Solutions Inc.

- Identified and pursued new business opportunities in the renewable energy market.
- Conducted product demonstrations to showcase renewable energy technologies.
- Developed customized proposals that addressed client-specific energy needs.
- Negotiated contracts to ensure favorable terms for both clients and the company.
- Maintained relationships with key clients to promote repeat business.
- Collaborated with engineering teams to ensure product specifications met customer requirements.

Sales Engineer

2019-2020

EcoTech Sales Group

- Provided technical support to sales teams during client presentations.
- Analyzed client energy needs to recommend appropriate renewable solutions.
- Assisted in the development of marketing materials to promote renewable products.
- Conducted market analysis to identify trends and opportunities for growth.
- Trained sales staff on technical aspects of renewable energy systems.
- Participated in trade shows and industry events to enhance company visibility.

ACHIEVEMENTS

- Achieved 150% of sales targets in the last fiscal year.
- Recognized as 'Top Sales Performer' for two consecutive years.
- Successfully launched a new product line that increased company revenue by 30%.