

Lin Lapray

Sales Engineer

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📍 2424 White Oak Dr, Fremont,
CA 94536

Education

Bachelor of Science in Engineering at The University of Texas at Austin

Aug 2013 - May 2018

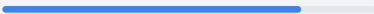
I've learned how to apply the principles of science and mathematics to the design, analysis, manufacturing, and maintenance of mechanical systems.

Links

[linkedin.com/in/linlapray](https://www.linkedin.com/in/linlapray)

Skills

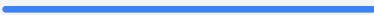
Communication



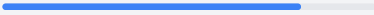
Presentation



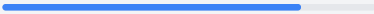
Negotiation



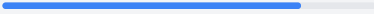
Solution Design



Pre-Sales Engineering



Technical Support

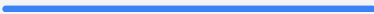


Customer Service



Languages

English



German



Profile

I am a sales engineer with over 4 years experience in the industry. I have a proven track record of success in selling and engineering products to customers. I have an in-depth knowledge of the product development process, as well as a strong understanding of customer needs and requirements. I am able to effectively communicate with both technical and non-technical staff, and have demonstrated my ability to build relationships with customers.

Employment History

Sales Engineer at Schlumberger, TX

May 2022 - Present

- Successfully closed \$3 million in new business within the first 6 months on the job.
- Exceeded quarterly sales goals by 20% for 3 consecutive quarters.
- Generated \$1.2 million in revenue from upselling existing customers to new product lines.
- Successfully created and implemented a territory growth plan that increased market share by 5%.
- Achieved 100% customer satisfaction rating according to post-sale surveys.
- Won "Top Sales Engineer" award for two years in a row (2017 & 2018).

Sales Engineer II at Halliburton, TX

Aug 2018 - Apr 2022

- Achieved quota of \$12M in annual sales for 3 consecutive years.
- Grew territory by 25% year-over-year.
- Exceeded forecast by 10% in Q1, Q2, and Q3.
- Won "Sales Engineer of the Year" award in 2018.
- Trained 5 new Sales Engineers on product knowledge and selling techniques.
- Presented at national conference on best practices for increasing sales.

Certificates

Salesforce Certified Sales Cloud Consultant

Dec 2020

HubSpot Sales Software Certification

May 2019

Memberships

American Society of Mechanical Engineers (ASME)

American Society for Quality (ASQ)