

SALES ENGINEER

Summary

I am currently looking to advance my career in a position that offers a greater challenge, and the opportunity to enhance the company's productivity and reputation. With my educational background and the experience which I have gained in my previous position, I can effectively connect with customers, sales team, and the professional services department.

Skills

- Strong analytical skills
- Excellent communication skills
- Strong interpersonal skills
- Critical thinker
- Data mining
- Data quality
- Data warehousing
- Database management

Experience

Sales Engineer

November 2016 to May 2017 Company Name i¼ City , State

- Deliver insight to clients via Webex about Mirth Solutions, primarily Mirth Connect, appliances and other NextGen Product solutions.
- Prepare a sales reports via salesforce by collecting, analyzing, and summarizing sales information and R&D and application trends.
- Provide expert level product consultation to align implementation deliverables with client expectations and sales objectives.
- Perform current state reviews and future state recommendations to enhance productivity and increase ROI.
- Achieved organizational objectives for the development and delivery of complex, multi-product proposals such as quotes, RFP's, and SOW's; to be delivered within timely and accurate manner.
- Review all proposals, whether by writing new content, editing technical content, and coaching other team members while ensuring that the proposal was compliant, compelling and aligned to client requirements and business drivers.

EHR Application Specialist

April 2014 to March 2016 Company Name i¼ City , State

- Reviewed and analyzed pre-existing artifacts and associated applications to understand as-is process.
- Troubleshoot EHR/EMR case for Hosted clients by locating, reproducing issue, and using SQL Server Management Studio, SQL Statements, SQL Profiler, SQL Tracing.
- Communicate with development team regarding the application Defects and Enhancement Request while working with the support team to ensure the team meets goals at all times.
- Analyze and independently identify complex problems within the content-based software and/or a stakeholder's data to create requirements.
- Exercise independent judgment to determine the appropriate course of action to be taken based on the analysis performed and all possible solutions in order to determine the most appropriate way to define requirements.
- Xaxis, (24/7 Media).

Business Data Analyst

December 2013 to January 2014 Company Name i¼ City , State

- Monitor, Analyzing, and Optimizing campaigns via Open Ad Stream (Ad Server), AppNexus, and Salesforce while being an expert on all areas of the sites and be able to make recommendations on placements based on key categories and clients.
- Understand the varied needs of and specific business objectives/goals of Client.
- Analyzing and identifying the trends and/or issues within data, and be able to make changes and/or recommendations to optimize.
- Perform regular quality checks (QC) of large data sets and large data loads through Oracle.
- Extracted, compiled and tracked data, and analyzed data to generate reports using advanced Excel functions to generate spreadsheets and pivot tables.
- Manage deliverables and requests for new retailers, items and data coverage.
- Data management tasks including receiving retail data from partners, data scrubbing, data loading into OAS application, data attribution and mapping.

Education and Training

B.S : Business Administration, Management & Marketing Option , May 2014 The Pennsylvania State University Business Administration, Management & Marketing Option 3.51 Dean's List (6)

Master of Professional Studies in Data Analytics â€œ Business Analytics Option , 2018 The Pennsylvania State University i¼ City , State

Master of Professional Studies : Data Analytics - Business Analytics Option , Present The Pennsylvania State University Data Analytics - Business Analytics Option 3.71

Marketing Assistant , October 2014 I.C.A.P (Indian Cultural Association of Pennsylvania) i¼ City , State Marketing Assistant Complete event planning by analyzing budgetary constraints *Gain communication and relationship building skills while interacting with members during event setups *Market events through social media, while marketing the brand through self-branding

Interests

SASA (South Asian Student Association), Penn State Abington Vice President / Event Coordinator / Technical analysis September 2010 - May 2014 *Plan events to increase communication and cultural awareness on campus and in the community *Participate in strategic planning meetings for the future of the organization and technical analysis of theatrical graphics aspects of events such as designing fliers, brochures, invitations, and profiles.

Languages

Trilingual - English, Hindi, and Gujarati

Technical Qualifications

Communication: Trilingual – English, Hindi, and Gujarati

Documentation Tools: Microsoft Office Suite, Enterprise Architect

Project Management: JIRA, Rally Methodologies: SDLC, Agile, and Scrum

Language Familiarity: SQL, CSS, JavaScript, XML, HTML, XHTML, and HTML5

Data BI Tools: Tableau, R, SAS, and Excel

Database Tools: MySQL, Microsoft SQL Server, and Oracle

Network Software: Citrix and MS Remote desktop

CRM Applications: Salesforce, and Service Desk Enterprise

Operating Systems: Windows XP/Vista/7/8/, Mac OSX 10, iOS, Android

Additional Information

- SASA (South Asian Student Association), Penn State Abington Vice President / Event Coordinator / Technical analysis September 2010 - May 2014 *Plan events to increase communication and cultural awareness on campus and in the community *Participate in strategic planning meetings for the future of the organization and technical analysis of theatrical graphics aspects of events such as designing fliers, brochures, invitations, and profiles.