Curtis Nabors

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***Sales Engineer***

Dynamic professional with proven experience in combining technical expertise with sales acumen to drive revenue growth. Adept at managing end-to-end sales processes, devising and implementing robust strategies, and achieving sales targets. Skilled in identifying complex customer needs, providing tailored solutions, conducting technical presentations, and enhancing customer satisfaction. Well-versed in collaborating with diverse teams, including product development and marketing, to ensure superior products and services. Expert at fostering strong relationships, addressing customer challenges, and delivering exceptional pre-sales and post-sales support.

***Core Competencies***

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| --- | --- | --- |
| * Technical Sales
* Customer Service Excellence
* Strategic Planning & Execution
 | * Product Knowledge
* Account Management
* Solution Demonstration
 | * Event Coordination
* Team Building & Leadership
* Cross-functional Collaboration
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***Relevant Experience***

***Senior Sales Engineer, Siemens PLM Software, Cypress, CA***

***Territory Technical Manager, Dassault Systems, Santa Ana, CA***

Established regional sales superiority for SolidWorks by consistently achieving or exceeding sales quota. Elevated customer satisfaction and retention by resolving technical issues and providing timely software updates for major Solid Edge accounts, such as Veeco and Autosplice. Partnered with marketing team to create technical content for sales collateral, webinars, and other promotional activities. Communicated product positioning and go-to-market messaging to sales team and resellers, while ensuring alignment with brand standards.

*Selected Accomplishments:*

* Attained $4M in revenue with key SolidWorks clients, including BAE, Litton, U.S. Navy, Rainbird, and TRW by devising and deploying technical sales strategies.
* Contributed to new and repeat sales totaling over $300K by delivering customer-focused presentations on Solid Edge, Teamcenter PLM enterprise, and NX CAM Express software.
* Enhanced SolidWorks presence from startup to market leader through major account/channel development.
* Boosted sales and attendance for four consecutive years by preparing software demonstration materials, coordinating event teams, and leading stage presentations at high-profile tradeshows.

***Professional Experience***

***Private Household, Santa Ana, CA 2013 – Present***

***Caregiver***

Facilitate acquisition of four new skills by enrolling and driving autistic son to Creative Identity, saving 1.5 hours compared to bus transportation. Increase communication and technical skills by replacing son’s outdated phone with iPhone. Maintain consistent routines for activities such as meals and hygiene, as well as serve as child’s advocate in medical, educational, and social settings.

***LPS, Irvine, CA 2011 – 2013***

***Customer Service Representative***

Delivered exceptional customer support by addressing wide range of issues with efficiency and professionalism. Processed incoming/outgoing wire transactions to meet deadlines under high-pressure conditions. Documented all customer interactions, issues, and resolutions in company’s system.

*Selected Accomplishments:*

* Achieved over 95% success rate in resolving customer service issues, enhancing client trust and loyalty.
* Offered critical, time-sensitive information hourly to support customers with home refinancing processes.

***Self-employed, Santa Ana, CA 2009 – 2011***

***Entrepreneur***

Implemented complex stock trading strategies, including Bull Put spreads, Get In/Get Out, and Iron Condors, to adapt to varying market conditions. Conducted in-depth research on stocks, sectors, and market trends to identify potential trading opportunities. Monitored portfolio performance regularly for effective risk management.

*Selected Accomplishments:*

* Improved execution efficiency by over 300% through direct real-time stock trades.
* Generated stable income for two years by developing expertise in real-time markets stock trading and extreme charts stock charting software.

*Additional Experience as* ***“Senior Application Engineer”*** *at MSC Corporation, Santa Ana, CA*

***Education***

***Master of Arts in Public Relations***

Full Sail University, Online

***Bachelor of Science in Engineering***

Michigan State University, East Lansing, MI

***Technical Proficiencies***

3D | SaaS | HTML | Microsoft Office | Solid Edge | SolidWorks | Teamcenter PLM | NX CAM Express