

Stanislav Arbit

stan@securepower.io | 424-398-2547 | [View Online](#)

PROFILE

Professional sales engineer with a diverse set of technical skills.

EXPERIENCE

Self-Employed Sales Engineer, SecurePower® — Los Angeles, CA — 2020–Present

- Actively defend a trademark.
- Identify business development challenges for proactive resolution.
- Study the market to determine the optimal pricing of goods and to capitalize on emerging opportunities.
- Experiment with various marketing channels.

Sales Engineer, Jumpshot® — New York, NY — 2019–2020

- Used effective data analysis and sales strategies to win prospect buy-in and demonstrate system benefits.
- Reviewed customer inquiries to understand the project scope while managing internal delivery mechanisms.
- Delivered technical sales presentations to prospects and presented the benefits and value of products.
- Liaised with account executives to foster customer relationship development.

Data Center Engineer, Facebook® — Menlo Park, CA — 2016–2017

- Analyzed complex data and identified anomalies, trends, and risks to provide useful insights to improve internal controls.
- Performed daily system monitoring, verifying the integrity and availability of data center resources, systems, and key processes.
- Leveraged third-party applications and internal tools to develop integrations.

Senior Technical Sales Engineer — Los Angeles, CA — 2010–2016

EDUCATION

Arizona State University — Bachelor of Science: Mechanical Engineering Technology

CERTIFICATIONS

Fundamentals of Engineering

Sandler Sales Training