

CAREER OBJECTIVE & STRENGTHS

Objective: To apply my 3+ years of client facing experience, business acumen, and technical proficiency to an innovative SaaS company in a business development – account executive role.

Summer of 2017 Sales Manager with experience in SMB - Enterprise level hardware sales, customer relationship management, and sales engineering. Strengths include strong self-motivation, exceptional communication skills and varied engineering work experience in small and large business settings.

Demonstrated Skills/Certifications:

- | | | |
|---|--|---|
| • Sales Management Experience | • Solution Sales/Sales Engineering | • Dale Carnegie Course Certification
<i>(How to Communicate with Diplomacy and Tact)</i> |
| • CRM/ERP Software Tools
<i>(Salesforce, Netsuite, Hubspot, SAP)</i> | • Presentation Skills
<i>(Small - Medium Group)</i> | • Engineering Software Tools
<i>(SolidWorks, MATLAB, AutoCAD, Ladder Logic)</i> |
| • SMB – Enterprise Sales Experience | • Six Sigma Green Belt Certification | |

EXPERIENCE

Sales Manager, Fowler High Precision, San Francisco, CA (www.fowlerprecision.com)

February 2016 – Present

California based sales manager reporting to the vice president of sales, responsible for a monthly, quarterly, yearly quota to be met with daily prospecting, nurturing, and closing of deals for small – enterprise level clients.

- Increased sales in the western region 30% from year to year (2016/2017)
- Met monthly quota ~110% of the time, quarterly quota ~ 140% of the time (2016/2017)
- Earned President's Club recognition for most zCAT sales in one year (2016)
- Planned, organized, and executed more than 500 separate tradeshow in the western region, closing over 1MM+ in new business.
- Traveled 80%+ to form relationships with larger regional distribution to increase western presence of Fowler's capital line of gauging.

Project Design Engineer, Sun Chemical, Essex, CT (www.sunchemical.com)

June 2014 – February 2016

Lead project engineer reporting to the R&D manager, responsible for designing, manufacturing, and refining the production of PLC controlled measurement systems.

- Streamlined product development of innovative solutions for high speed printing applications (Mechanical/Electrical/Software)
- Produced mechanical and electrical documentation for previously manufactured hardware (Control Boxes, Mounting Hardware)
- Supervised on-site system installations and trained customers/pressmen in system operations
- Engineered a tool for the sales director to be used in presentations with prospective clients
- Modified an existing R&D/Quality tool using Six Sigma Green Belt training to lower process variability to < 2%

Design Engineer, Technical Product Solutions, Brookfield, CT (www.tpsx.net)

August 2013 – September 2013

Contracted short-term design engineer reporting to the senior professional engineer, responsible for digital (SolidWorks) component design of manufacturing tools used to assemble electro-mechanical switches.

- Designed production floor assembly equipment to eliminate repetitive stress injuries
- Remodeled electrical components in SolidWorks to be used in LED lighting assemblies

Engineering Intern, The Lee Company, Westbrook, CT (www.theleeco.com)

Seasonal from May 2012 – August 2013

Engineering intern reporting to the chief engineer providing engineering services to document current state fluid designs, creation of digital files used by customers wishing to incorporate Lee components into final products and conduct manufacturing floor calibrations to ensure maintenance of strict product quality standards.

- Defined and documented the engineering basis for all hydraulic testing equipment used in fluid restrictor products
- Created SolidWorks items and part STEP digital files to incorporate Lee products in customer designs
- Calibrated production line pressure testing equipment to maintain tolerance to fluid specifications

EDUCATION

B.S. – Mechanical Engineering, Central Connecticut State University, New Britain, CT (www.ccsu.edu)

August 2009 – December 2013

ACTIVITIES

- Achieved the Eagle Scout rank in the Boy Scouts of America
- Volunteered as a mathematics tutor for high school students
- Leadership immersion – Annapolis, MD