

# Benjamin Lyddane

## Software Developer and Sales Engineer

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## TECHNICAL SKILLS

**Proficient:** Node, Javascript, React / Redux, Git, Express, Firebase, Supabase, Postgres, Chakra UI

**Knowledgeable:** HTML5, CSS, Tailwind CSS, Next JS

## TECHNICAL PROJECTS

**Creetures** | [www.creetures.com](https://www.creetures.com) | 05/2023

- A habit tracking app with social features
- Utilized Supabase (Cloud Postgres), React, Node, Javascript, Git

**Take Me To Your Pizza** | **Creator** | [www.takemetoryourpizza.com](https://www.takemetoryourpizza.com) | 04/2023

- Untappd for pizza
- Utilized Firebase (NoSql), Node, React, Javascript, Firestore, Firebase Auth
- Created solo during four day hackathon project

## EXPERIENCE

**Sales Engineer** | **SRS Enterprises** | NY, NY

**02/2021 - 07/2022**

- Consulted the largest mechanical engineering clients in the country.
- Signed representation deals with Branbox AI and Klimak Air Handlers.
- Designed, bid, and sold custom hvac equipment including Chillers, VRF, Air Handlers, WSHPs, FCUs, Controls solutions, Fans, Pumps, Induction Units, and more.

**Engineering Design Executive** | **Critical Systems** | Boston, MA

**09/2018 - 01/2021**

- Designed a custom air filtration product for COVID-19 using a combination of cost effective and currently available technologies including UVC, Bi-polar ionization, ULPA, carbon, and potassium permanganate.
- Signed a nationwide OEM agreement with a custom air handling manufacturer (VTS, Atlanta) to manufacture the COVID-19 air filtration product.
- Sold more than 400,000 CFM of air purification products to the USAF, VA, Sunrise Senior living and more. These sales resulted in more than \$1,200,000 of profit for the 2020 fiscal year.
- Hired and managed an engineering sales team that produced consulting sales profits within its first year.
- Managed client relationships with more than one hundred engineering firms in the New England area.
- Signed representation agreements with multiple major HVAC manufacturers including Water Furnace, Reymosa, Cool Automation, Ruskin and VTS.

**Field Sales Engineer** | **Daikin Applied** | Jersey City, NJ

**06/2016 - 09/2018**

- Consulted the largest mechanical contracting and mechanical engineering clients in the country.
- Sold over \$5,000,000 in applied and VRF equipment satisfying 330% of quota.
- Generated over \$15,000,000 in basis of design work spread throughout more than 50 construction projects.

**Project Manager** | **Critical Systems** | Rockville, MD

**05/2014 - 06/2016**

- Designed, Bid, and project managed multiple buildings in the DC Metropolitan area.
- Attended HVAC technical training sessions around the US.
- Developed and presented the Critical Systems' line card presentation.

## EDUCATION

**Fullstack Academy Web Development Bootcamp**

**01/2023 - 05/2023**

Full-time, Full Stack Javascript Web Development Immersive

**Daikin Applied Graduate Engineer Training Program**

**05/2016 - 10/2016**

Valedictorian

**Virginia Tech**

**08/2010 - 05/2014**

Bachelor of Science in Mechanical Engineering