

## **BRIAN KIRCHGESSNER**

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Electrical Engineering/Business graduate with sales, management and project experience looking for a position with an engineering and/or defense contractor.

### **ENGINEERING PROJECTS:**

- Cellular Network Wireless Asset Tracker
- Modeled a Battery Temperature Control System
- Modeling a 2 TE 10 Wave Guides that Share a common Wall
- Created an Annealing Chamber for Thin Film Lenses

### **MANAGEMENT PROFILE:**

- Set-up/maintained pricing matrices for electronic component sales
- Reviewed location staffing and layoff decisions
- Monthly P&L analysis
- Annual sales forecasting

### **SALESMAN PROFILE:**

- Grew an account's total sale in one month to match the previous three years combined
- Successfully identified and brought in 3 new high-potential accounts
- Ran the Xcel rebate program for CED Grand Junction
- Rearranged store front to increase LED Sales
- Technical background focused in Electrical Engineering
- Unique combination of Marketing and Engineering

### **LEADERSHIP:**

- Eta Kappa Nu Member
- Member of IEEE (the Electrical Engineering Association 2009 – 2019)
- Youth Soccer Coach (2014-2015)
- IEEE Chair of the Advertising Committee for SPAC
- Worked on promoting the conference and the keynote speaker for the regional IEEE conference. 2010

### **EDUCATION:**

Bachelor of Science - Electrical Engineering, Expected Graduation 12/2019      GPA 3.12    7/2017 to Present

University of Colorado, Denver CO

Bachelor of Business Administration Degree – Marketing,  
Colorado State University, Fort Collins CO

GPA: 3.0    12/2014

### **WORK HISTORY:**

## Consolidated Electrical Distributors

SALES REPRESENTATIVE      Denver, CO      5/2017 to Present

- Analyzed 96 commercial customer accounts for potential new sales
- Reduced the number of account and increased GP by 49% in 2018
- ABB Variable Frequency Drive start up certified
- Assisted Industrial sales team with inside sales for 10 accounts, in addition to managing my outside accounts.
- Project Management for all of my accounts, working with my in-office coordinator on bids/contracts.
- Worked full-time while completing the Engineering program.

MANAGER TRAINEE      Grand Junction, CO      1/2016 to 5/2017

- Called on customers and focused on growing and new accounts
- Ran the Excel Lighting Rebate program
- Purchased items for stock and special orders
- Back office: Preformed accounts payables and accounts receivable tasks

MANAGER TRAINEE      Farmington, NM      1/2015 to 12/2015

- Purchased a couple of different product lines for the location
- Worked with the outside sales reps and supported their customers
- Monthly P&L analysis, Annual sales forecasting and reviewed location staffing/layoff decisions.

## Rich's Aggie Discount Liquor

MANAGER      Fort Collins, CO      6/2013 to 12/2014

- Part-time position while attending Colorado State University
- Sold one of the largest selections of beverages in Fort Collins
- Researched a variety of companies and products to knowledgably market them
- Restocked product and performed annual inventory

## NSF Engineering Research Center for Extreme Ultraviolet (EUV) Science and Technology

RESEARCH ASSISTANT      Fort Collins, CO      6/2012 to 9/2012

- Worked with vendors sales reps to procure electronic parts for research projects
- Created an annealing cell that cooked thin film lenses for high powered lasers
- Worked with graduate students on their projects
- Machined and cleaned parts for various lab equipment