

Sam Godin

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CAPABILITIES

- 15 years of mechanical design engineering experience.
- Over 5 years of management and sales experience.
- Proficiency in SolidWorks and NX computer aided design (CAD) software.
- Proficiency in Microsoft Office products.

PROFESSIONAL PROFILE

Digital Dimensions Inc.

January 2011 – July 2013

Worked in the sales department and was promoted from an account manager to manager of the entire California sales team.

California Sales Manager, San Diego, CA

Led a team of five account managers and one customer service representative with a focus on achieving quota. Taught the team about the engineering process and what solutions best fit the needs of our customers. Used problem solving skills to understand and solve the issues of our customers. Defined team goals and presented strategies to achieve those goals. Worked with team members to solve personal and professional issues.

Account Manager, Tucson, AZ

Applied my knowledge of engineering issues to increase the revenue in Tucson by over 60% from 2010 to 2012. Supported SolidWorks sales accounts in southern Arizona, especially the Tucson area. Worked with customers to understand their design process. Proposed solutions to increase productivity and profitability. Networked with a vast number of engineering and manufacturing firms and often acted as the catalyst for collaboration between various customers.

Flagstaff Family Food Center, Flagstaff, AZ

July 2007 – December 2010

Executive Director

In charge of operations, staffing, finances, fund raising, public relations, and marketing. Parlayed my problem solving skills, learned in engineering, into a completely different field and was successful. Increased revenue and cash flow each successive year.

Ripping Revolution, San Marcos, CA

July 2004 – June 2007

Vice President of Operations

Set up robotic equipment for a startup company that digitized CD and DVD media. Interacted directly with vendors to provide feedback and solve issues.

UGS PLM Solutions, Cypress, CA

April 2001 – June 2004

Subject Matter Expert

Helped specify functionality for the transition from Unigraphics to NX. Wrote numerous functional specifications to define new, and revise old, functionality for the modeling application of Unigraphics NX computer aided design (CAD) software. Supervised software engineers and testing engineers to insure proper implementation of new functionality. Tested Unigraphics NX software prior to release.

Westminster Consulting, Westminster, Great Britain

January 1999 – March 2001

Unigraphics Consultant

Worked for an international consulting firm as an Unigraphics design engineer.

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Saab Automotive, Trollhattan, Sweden

Helped Saab transition from Catia to (Unigraphics) NX. Part of the body-in-white design team for the 2002 model year Saab sedan. Created and modified door components using advanced CAD solid modeling and surfacing techniques. Worked with the analysis and testing departments to improve car safety with minimum impact on cost and weight.

WesTech Heavy Machinery Division, Control Flow Corporation, Lakeview, CA

Designed prototype for a new product line used in oil field reclamation.

SolidWorks Corporation, Concord, MA

March 1998 – December 1998

Quality Assurance Engineer

Performed cross functional testing of SolidWorks 98 prior to release.

Godin Consulting, Long Beach, CA

October 1994 – March 1998

Unigraphics Consultant

Self-employed as a consultant design engineer.

Spacetec IMC Corporation, Lowell, MA

Worked as a product manager for a 3D input device used by CAD applications. Responsible for hardware and software product definition, scheduling, and release. Coordinated new product rollouts. Provided sales with technical support and marketing data.

Pratt and Whitney, West Palm Beach, FL

Provided onsite technical support for 600+ CAD users. Prepared and presented custom training. Recommended optimal design methods for new projects. Wrote help documents to aid new and experienced Unigraphics users.

EDS, Unigraphics Division, Cypress, CA

Provided technical support to sales and marketing. Designed, scripted, and presented various demonstrations of Unigraphics functionality. Tested Unigraphics version 10.4 software.

Sundstrand Corporation, San Diego, CA

February 1992 – September 1994

Design Engineer

Designed advanced turbomachinery for commercial and military applications. Performed mathematical and finite element stress analysis on turbine components.

WesTech Gear Corporation, Lynwood, CA

May 1990 – February 1992

Design Engineer

Designed and tested heavy machinery used for marine and oil field applications.

EDUCATION

Bachelor of Science, Mechanical Engineering, 1985 - 1989

Worcester Polytechnic Institute - Worcester, MA

Master of Arts, Sustainable Communities, 2009 -

Northern Arizona University – Flagstaff, AZ