

**Albert E. Larson**

Providence, RI

401-595-0124

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### **Profile**

Engineer. Recent MBA graduate. Graduate teaching assistant striving to excel in environments where leadership skills, a creative mind, and a strong attention to detail are some of the valued traits for success.

### **Relevant Experience**

<b>University of Rhode Island</b>	Kingston, RI	January 2020 - Present
<i>Graduate Assistant</i>		

<b>Wescor</b>	Wrentham, MA	June 2016 - August 2018
<i>Territory Manager</i>		

Prospected, bid, and supported projects from design development through construction.  
Managed relationships with contractors, engineers, vendors, & financiers.  
Grew yearly territory sales by over 130% from \$650k to \$1.5m.

<b>Zoll</b>	Chelmsford, MA	July 2013 - August 2014
<i>Sales Engineer</i>		

Served as technical expert and provided consultative support to stakeholders.  
Assisted sales team in closing >\$3,000,000 worth of new business.  
Traveled with local and strategic sales representatives.

<b>Dewetron / Dewesoft</b>	Wakefield, RI / Whitehouse, OH	March 2011 - March 2013
<i>Sales Engineer</i>		

Visited key accounts throughout the US.  
Exhibited at trade shows.  
Grew Dewesoft sales from \$0 - \$600K in year one of US operation.

### **Education and Technical Training**

#### **University of Rhode Island**

<b>Doctor of Philosophy, Civil &amp; Environmental Engineering</b>	June 2019 - Present
<b>Master of Business Administration, Supply Chain Management</b>	Jan 2019 - May 2020
<b>Bachelor of Science, Mechanical Engineering</b>	Sep 2005 - May 2009

#### **Computer Skills:**

Abaqus, Adobe Photoshop, Illustrator, InDesign, Word, Excel, Powerpoint, Frontpage, Microsoft Project, Minitab, Solidworks, Crystal Ball, WoodWorks, AutoCAD, Garageband, Reason, Dewesoft, HTML, CSS, Wordpress, CRMs, Octave, Matlab, SPSS, ERDAS Imagine, ArcMap, ArcPro, Python

#### **Community Service**

Sanctuary Church, Renaissance Church, Exeter Animal Shelter, Sigma Pi