Alexander Richard

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OBJECTIVE

To secure a position within a growth-oriented organization that values teamwork and will allow me to utilize my various skill sets.

EXPERIENCE

Danfoss Power Solutions, Portland, Oregon
OEM Account Manager/Sales Engineer

Jan 2022-present

- Primary Account: Daimler and all subsidiaries (DDC, TBB, etc); Secondary accounts: Utility Trailer, Zoox
- Responsible for pricing negotiations on multimillion-dollar contracts and terms and conditions discussions.
- Provided on-site purchasing, supply chain management, engineering, and aftermarket support at Daimler Trucks North America headquarters and plant.
- Utilized various tools within the Daimler digital ecosystem
- Applications worked with: airbrake, power-assisted steering, fuel, engine/motor/CPU/GPU/server rack/battery cooling, and transmission

Nov 2020-Jan 2022

Danfoss Power Solutions, Portland, Oregon
Sr. On-Site Applications Engineer: Daimler

- Moved from Toledo, OH to Portland, OR to provide on-site support for Daimler's engineering and supply chain management teams
- Worked through multimillion-dollar quotes and submission processes
- Resolved manufacturing issues and assisted with new product launches
- Offered new designs and technical innovations to their current products
- Led courses on thermoplastics for our company's engineering staff since I could no longer maintain my full role as the specialist within our organization.

July 2016-Oct 2020

Eaton, Maumee, Ohio
Sr. Product Applications Engineer

- Specified, designed, and implemented a wide variety of parts for the commercial vehicle industry
- Highly involved in most aspects of the operation, from initial sales meetings and prototype phase to production launch
- Involved and lead quality inspection and PPAP meetings, provided design and testing guidance, and on-site engineering and technical support for the customers.
- Accounts managed: Daimler, Paccar (Peterbilt/Kenworth), International/Navistar, Volvo, Cummins, John Deere, Uber, Zoox, Textron, minor work within ITAR/DoD jurisdictions

October 2014- February 2016	**Vogt Power International,** Louisville, Kentucky *Instrumentation and Controls Engineer*

- Worked extensively with heat recovery steam generator design and combined cycle plant design.
- Developed the design basis and procured control valves based on project and customer-specific needs.
- Procured instruments based on code requirements and control philosophy.
- Collaborated with multiple project teams, assisted with issues on multiple sites during commissioning, and performed site inspections.
- Utilized CAD software to generate instructional drawings for equipment installation.
- Worked extensively with ASME section 1 and performance test codes.

January 2013- May 2013	**RoviSys,** Aurora, Ohio *Internship- Controls Engineer*

- Developed control systems software to upgrade or expand an operation.
- Assembled computers and I/O systems to be implemented into customer sites.
- Wrote procedural documentation for improving and replicating software.
- Collaborated with teams that worked with both the glass and food industries.

June 2012-August 2012	**Oldcastle Precast**, Napoleon, Ohio *Internship- Manufacturing Engineer*

- Managed and compiled information for a new data management platform.
- Provided instruction for employees on the use of the new maintenance tracking system.
- Quality assurance: Differential Scanning Calorimeter and melt time tests.
- Worked to maintain and repair plastic injection molding machinery.

May 2011- August 2011	**University of Toledo**, Toledo, Ohio *Research Co-op- Analytical Chemistry Lab*

- Synthesis of new ionic liquid compounds.
- Mass spectrometry, nuclear magnetic resonance, and purification techniques.

EDUCATION	**The University of Toledo**, Toledo, Ohio May 2014 *Bachelor of Science, Chemical Engineering*
CERTIFICATES	International Fluid Power Specialist, Six Sigma Greenbelt, Value-Selling Certified

COMPUTER SKILLS

- Microsoft Office Suite, ChemCAD, Faciliworks, G/E Intelligent Platforms, DeltaV, AutoCAD, NX Unigraphics, Creo, Minitab and other statistical analysis tools, Python, C, C++, (familiarity with Swift and other modern languages)
- Very minor hobbyist adventures in app building and circuit analysis

LANGUAGES

- English native, Spanish (4 years in high school), eagerness to learn