

ANIL J. JOY

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EXPERIENCE	NEENAH ENTERPRISES, INC.	Neenah, WI
	Director – Material Handling, HVAC, Rail, Growth & Emerging Markets	2016 - Present
	<ul style="list-style-type: none">• Sales Director for a leader in producing castings and forgings for the industrial and municipal sectors; focused efforts to grow within existing customers, expand in current markets and cultivate new, non-traditional spaces to generate long-term revenue streams• Responsible for quarterly and annual financials, including 1 year and 5 year projections in markets• Responsible for proper APQP timelines and communication for forging projects; initiated a higher level of APQP standards within one facility; Extensive experience with OEM contract review• Project captain to develop and launch NEI's new website across all divisions and facilities	
	Senior National Account Manager – Agriculture & Heavy Truck	2014 - 2016
	<ul style="list-style-type: none">• Promoted from National Account Manager to Senior position; managed and mentored direct report to accelerate their rate of contribution to the team• Managed NEI's entire book of agricultural business (~40% Industrial revenue) with additional Heavy Truck responsibilities including the prospecting and development of new OEM customers	
	BODYCOTE THERMAL PROCESSING	Melrose Park, IL
	Sales Engineer	2010 - 2014
	<ul style="list-style-type: none">• Sales engineer for the world's largest commercial thermal processing company; focus markets include agriculture, automotive, mining, power gen, and defense• Managed more than 600 active customers and growing key accounts in order to gain market share; accountable for \$9+ million in yearly sales• Identified potential new accounts with a focus on customers in need of high wear life solutions; increased awareness of Boronizing process• Initiated launch of project management protocols through APQP process within the General Industry group for Bodycote NA	
	DATA RETRIEVAL CORPORATION	Houston, TX
	Reservoir/Technical Sales Engineer	2006 - 2010
	<ul style="list-style-type: none">• Sales engineer for leader in surface pressure transient testing in the oil & gas industry; promoted rental of sophisticated pressure gauge (SPIDR) and performed specialized data conversion routine• Designed pressure transient well testing procedures, specifying shut-in duration and flow rate conditions to ensure quality data was obtained; presented on SPIDR technology; wrote 9 technical articles• Expanded DRC into the eastern portion of the US, including Pennsylvania and West Virginia	
	SCHLUMBERGER	Houma, LA
	Field Engineer	2004 - 2006
	<ul style="list-style-type: none">• Graduated from SLB technical schools and completed management skills training in the following services: coiled tubing, well control, and fracturing/stimulation	
EDUCATION	NORTHWESTERN UNIVERSITY	Evanston, IL
	McCormick School of Engineering	
	Master of Science - Master of Engineering Management, June 2016	
	<ul style="list-style-type: none">• Masters courses completed in Material Science & Engineering; Kellogg School of Management• President - NU MEM Student Advisory Board	
	UNIVERSITY OF MICHIGAN	Ann Arbor, MI
	College of Engineering	
	Bachelor of Science, May 2004	
	<ul style="list-style-type: none">• Chemical engineering major; German minor; Alpha Sigma Phi• Internship and cultural immersion program with Bayer AG – Leverkusen, Germany	
ADDITIONAL	<ul style="list-style-type: none">• ASM Heat Treating Course; Karrass Effective Negotiating I&II; Baker Selling Skills Course – Certified• Proficient with GoldMine & Salesforce CRM software• SPE Gulf Coast Section 2008 Young Professionals Paper Contest Finalist• Fluent in German and Malayalam	