

Professional Summary

Results-driven General Manager with 15+ years of experience in driving business growth, leading cross-functional teams, and fostering strategic partnerships in the mechanical and industrial engineering sectors. Proven track record of successfully negotiating multi-million dollar deals, spearheading product development, and optimizing operations management.

Professional Experience

General Manager - Marketing (SA10)

Inazuma.co | January 2018 - Present

Senior Marketing Manager

TerraTech Inc. | June 2015 - December 2017

Key Achievements:

- Increased sales by 25% through targeted marketing campaigns
- Developed and launched 3 new product lines, resulting in \$5M in revenue

Responsibilities:

- Managed a team of 5 marketing professionals
- Collaborated with cross-functional teams for product development

Marketing Manager

Nova Engineering | March 2012 - May 2015

Key Achievements:

- Improved brand visibility by 50% through social media and event marketing
- Negotiated a 15% discount with a key supplier, resulting in \$200k in cost savings

Responsibilities:

- Developed and executed marketing strategies
- Conducted market research and analyzed competitor activity

Sales Engineer

Pinnacle Industries | August 2008 - February 2012

Key Achievements:

- Consistently met or exceeded quarterly sales targets

- Provided technical support to clients, resulting in a 90% customer retention rate

Responsibilities:

- Generated new business leads and converted them into sales
- Collaborated with the engineering team for custom product development

Education

Technical Skills

Product Development:

- Product Lifecycle Management (PLM)
- Design for Manufacturability (DFM)
- Product Roadmapping

Engineering:

- Mechanical Engineering Design
- Industrial Engineering Principles
- CAD Software (SolidWorks, AutoCAD)

Negotiation:

- Contract Negotiation
- Supplier Relationship Management
- Conflict Resolution

Operations Management:

- Supply Chain Management
- Inventory Control
- Lean Manufacturing Principles

Project Planning:

- Agile Methodologies
- Project Management Software (Asana, Trello)
- Resource Allocation