

## Professional Summary

Results-driven, multifaceted professional with nearly 30 years of experience in engineering technology and education, leveraging expertise in CAD, manufacturing, and sales to drive business growth and customer satisfaction. Proven track record of success in solution selling, project management, and strategic planning, with a strong background in mechanical engineering and technical writing.

## Professional Experience

### Senior Engineering Technology Evangelist & Solution Sales Director (DE09)

Inazuma.co | January 2018 - Present

### Senior Application Engineer & Sales Specialist

Autodesk Inc. | June 2012 - December 2017

#### Key Achievements:

- Increased sales revenue by 25% through strategic account management and solution selling
- Developed and delivered technical training programs for customers and internal teams, resulting in a 30% increase in product adoption

#### Responsibilities:

- Provided technical expertise to customers and internal stakeholders
- Collaborated with cross-functional teams to develop sales strategies and product roadmaps

### Technical Sales Engineer

SolidWorks Corporation | March 2008 - May 2012

#### Key Achievements:

- Consistently met or exceeded quarterly sales targets, with a peak performance of 120% of target
- Developed and maintained relationships with key channel partners, resulting in a 20% increase in indirect sales

#### Responsibilities:

- Conducted product demonstrations and technical presentations for customers and prospects
- Provided pre-sales support and solution consulting to drive sales closures

## **Lecturer, Mechanical Engineering Department**

University of California, Berkeley - Extension | September 2005 - February 2008

### **Key Achievements:**

- Developed and taught courses on CAD, mechanical engineering, and product design, with a student satisfaction rating of 95%
- Collaborated with faculty members to develop curriculum and course materials

### **Responsibilities:**

- Taught undergraduate and graduate courses in mechanical engineering and CAD
- Mentored students on capstone projects and research papers

## **Education**

### **Master of Science in Mechanical Engineering**

Stanford University | June 2005

### **Relevant Coursework:**

- CAD/CAM
- Mechanical Design
- Manufacturing Systems

## **Technical Skills**

### **Engineering & Design:**

- CAD
- Inventor
- Solidworks
- AutoCAD
- Mechanical Engineering
- Product Design

### **Sales & Business Development:**

- Solution Selling
- Sales Operations
- Account Management
- Channel Partners
- Direct Sales

**Project & Program Management:**

- Project Management
- Program Management
- Strategic Planning
- Go-to-market Strategy

**Software & Tools:**

- Microsoft Office
- Salesforce.com
- CRM
- Cloud Computing
- SaaS
- Enterprise Software

**Manufacturing & Simulation:**

- Manufacturing
- Sheet Metal
- 3D Visualization
- Simulations