

# Aaron D. Windmiller

## Automation and Robotics Professional

I am an effective communicator with a strong technical background and extensive engineering work experience. I have developed excellent written, verbal, analytical, team-building, and project management skills; I thrive when I am able to apply them with my technical and business aptitudes. I am a determined, hands-on type of value creator who is passionate about consulting customers towards success in automation and robotics.

### Experience

2018-02 - 2018-12	<b>Automation and Robotics Sales Engineer</b> <i>Olympus Controls, Los Angeles</i> <ul style="list-style-type: none"><li>Supported high-tech, OEM manufacturing customers to identify process improvements and expand new and recurring book of business</li><li>Consulted with customers on engineering analyses for cost and efficiency to maximize user ROI and maintain a high rate of retention</li><li>Assisted in product innovation efforts based on user requirements, leading to refinements for marketing and sales campaigns</li><li>Delivered educational presentations and training on machine vision, automation, and IOT with measurable success for customer business use cases</li><li>Built a \$4M territory in 10 months through account discovery and revenue expansion</li></ul>
2017-02 - 2018-02	<b>Technical Sales Specialist</b> <i>Valin Corporation, Los Angeles</i> <ul style="list-style-type: none"><li>Specialized in B2B account expansion for "ultra-high purity" applications in semiconductor, biotech, and pharmaceutical industries</li><li>Fostered relationships with new and recurring customers to ensure their success and increase ARR</li><li>Collaborated with VPs and upper management on a consistent basis to promote growth and further my professional development</li><li>Coordinated business pipelines between manufacturers, distributors, and customers to strategically increase the company's market share</li><li>Guided customers through use case validation processes to secure new business and guarantee post-sale renewals and upsells</li><li>Authored online written content for technical product schemas and support documents</li></ul>
2016-06 - 2017-02	<b>Technical Sales Development Specialist</b> <i>Valin Corporation, San Jose</i> <ul style="list-style-type: none"><li>Identified, qualified, and successfully on-boarded numerous new customers as well as repeat buyers to drive online revenue</li><li>Created and executed marketing campaigns via online, telephone and in-person outreach channels with customer-specific content creation</li><li>Delivered internal presentations on business successes, product improvements, and the overall streamlining of business strategies</li></ul>
2015-11 - 2016-04	<b>Associate Engineer (Temp)</b> <i>Alternative Energy Solutions Consulting, San Diego</i> <ul style="list-style-type: none"><li>Conducted studies on energy efficiency technologies to report successes and failures of emerging technology</li><li>Led inspections of proposed energy efficiency retrofits</li><li>Performed finance calculations to maximize customer ROI</li></ul>
2010-09 - 2015-06	<b>University of California, Santa Barbara</b> <ul style="list-style-type: none"><li>B.S., Environmental Science with Geophysics Focus</li><li>Certificate, Technology Management Program</li></ul>
2019-02 - 2019-08	<b>University of California, Irvine Division of Continuing Education</b> <ul style="list-style-type: none"><li>Data Science and Visualization Accelerated Program</li></ul>
2016-06 - present	<b>On the Job Coursework</b> Karrass Negotiation; Clear Business Writing; Communicating to Influence; Moxa Technical College Industrial Internet of Things Certification; Panasonic Motors, Drives, and Sensors; Denso Robotics Basic Training; Universal Robots Advanced Training; Parker Electromechanical Training; Parker Compumotor Training; Diequa Gearing Technology Training; Panasonic Laser Marker and Laser Safety; Zebra Scanning and Traceability

### Education

### Personal Info

<b>Address</b> Costa Mesa, CA 92626
<b>Phone</b> 858-205-0252
<b>E-mail</b> awindmiller@gmail.com
<b>LinkedIn</b> <a href="https://www.linkedin.com/in/aarondwindmiller/">https://www.linkedin.com/in/aarondwindmiller/</a>

### Skills

<b>Robotics and Automation</b> <div><div></div><div></div><div></div><div></div><div></div></div> <div>Advanced understanding of robotic systems with experience building custom solutions for different manufacturing applications.</div>
<b>Solution Sales, Account Management, and Consulting</b> <div><div></div><div></div><div></div><div></div><div></div></div> <div>Adept client focus with with an ability to make complex problems seem simple. Excellent rapport and post-sale support.</div>
<b>Public Speaking</b> <div><div></div><div></div><div></div><div></div><div></div></div> <div>Effective presenter with an energetic attitude and straightforward communication.</div>
<b>Planning and Project Management</b> <div><div></div><div></div><div></div><div></div><div></div></div> <div>Experienced in leading customers through projects and implementation of new solutions.</div>
<b>Relationship Management</b> <div><div></div><div></div><div></div><div></div><div></div></div>
<b>Organizational Skills</b> <div><div></div><div></div><div></div><div></div><div></div></div>
<b>Leadership</b> <div><div></div><div></div><div></div><div></div><div></div></div>
<b>Collaboration</b> <div><div></div><div></div><div></div><div></div><div></div></div>
<b>Business Development</b> <div><div></div><div></div><div></div><div></div><div></div></div>
<b>Soft Skills</b> <div><div></div><div></div><div></div><div></div><div></div></div>