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|  | **RONALD W. MRAMOR**   * Email: [ron.mramor@gmail.com](mailto:ron.mramor@gmail.com) * Mobile: (66) 0899264589 | PastedImage.jpg |

**Objective:**  Contribute at a significant level to a growing company in a

Marketing/Business Development position by effectively applying my

leadership abilities along with technical training and

marketing expertise

**SUMMARY OF QUALIFICATIONS**

* Successfully managed projects and people throughout North America, Asia and Europe
* Expertise in product training and techniques
* Knowledgeable in all fluid connector disciplines
* Ability to work effectively with all levels of personnel
* Strong written/verbal/interpersonal skills
* High energy
* Integrity and accountability

**PROFESSIONAL HISTORY**

**Parker** **Hannifin** **Corporation** **1990** -  **2015**

**Business Development Manager-Military Asia Pacific Group** (2012 – 2015)

- Trained internal personal in all Asian countries to understand how best to deal with Military

customers, ex. Compliance forms, approach techniques, how to make initial contact.

- Developed and maintain strong relations with military oriented OEM’s to ensure Parker products are

specified on existing and new military ground support vehicles.

- Created and developed new methods of marketing, advertising and interfacing with

OEMs to promote Parker’s system approach.

- Maintained strong knowledge of government compliance issues through extensive research and

attendance in classes and conferences.

- Maximized revenue for the Parker Hannifin Corporation by taking advantage of existing resources as

well as bringing in new concepts into a new growing marketplace

- Increased Military sales from 1,5 M USD in 2011 to 7.3 M USD in 2013.

**Account Manager-Military** (2007 – 2012)

- Developed and maintain strong relations with military oriented OEM’s to ensure Parker products are

specified on existing and new military ground support vehicles.

- Concentrated on selling complete systems as opposed to individual products to best

serve the customer’s needs.

- Consistently presented company as one entity to customers through personal knowledge of products

and Divisions.

- Created and developed new methods of marketing, advertising and interfacing with

OEMs to promote Parker’s system approach.

- Facilitated numerous classroom training sessions that include lectures and technical hands-on

exercises resulting in promotion of company’s products.

-Maintained strong knowledge of government compliance issues through extensive research and

attendance in classes and conferences.

- Assured our company’s Divisions were meeting government guidelines by relaying compliance issues

and knowledge back to various Divisions involved with any selling to military customers.

**Parker** **Hannifin** **Corporation cont’d**

**Technical Development Manager & Retail Training Manager (Dual roles)** (2005 – 2007)

- Developed and facilitates a worldwide training program for mobile service owners and

operators; includes teaching selling, marketing and technical skills.

- Manages and coordinates the global retail mobile service operations.

- Creates and develops new methods of marketing, advertising and interfacing with

distributors to promote Parker’s retail programs.

- Facilitates numerous classroom training sessions that include lectures, technical hands-on

exercises , role playing, and strategies regarding retail opportunities for Parker stores

domestically and worldwide.

- Developed and implemented product training sessions for mobile service personnel and Parker

field sales representatives that will be conducting training classes.

- Developed various Web-based training programs for remote use by distributors and Parker field

sales representatives.

- Conducted and assisted with numerous international training sessions for global counterparts in

Europe, Mexico, Canada and throughout Asia.

- Developed and implemented long-term strategic objectives with a highly positive impact on

profitable facility growth and customer service.

- Assists with global marketing initiatives/programs.

- Developed and implemented an “Orientation Manual” for new employees in the Global Retail

Operations department.

**International Technical Services Engineer** (2001 –2005)

- Expanded concept of technical services and customer assistance globally resulting in expanding

company’s presence and profits.

-Trained Parker personnel to increase application knowledge and customer service abilities

with intent of increasing customer base and sales

- Formally “Mentored” global development students.

**Technical Services Engineer** (1998 – 2001)

- Prototyped and retrofitted equipment leading to an increased sales volume and increased profit

for the Fluid Connectors Group.

- Trained field sales personnel to increase application knowledge.

- Performed technical seminars and trained customers to increase product knowledge.

- Analyzed and solved technical problems for existing and potential customers.

- Coordinated with field sales and divisional personnel.

**Application Engineer** (1993 - 1998)

- Provided technical advice and assistance to Customers, potential Customers and Field Sales on

various product applications.

- Performed complete analysis of returned products to determine mode of failure and

communicated results.

- Coordinated with Engineering and Marketing Departments to improve products and created

ideas for new products.

- Trained Distributors, new employees and sales representatives in the use of productline, in

classrooms and on-site.

- Trained new technical service application engineers on startup and on an as needed basis.

- Developed and/or prepared technical training literature.

- Visited customer facilities to assist with engineering Prototypes and retrofitting of existing

applications.

- Provided technical expertise in legal matters.

**Parker** **Hannifin** **Corporation cont’d**

**Engineering Draftsman** **(1990 - 1993)**

- Prepared various hydraulic fitting, adapter and hose assembly drawings using Cad-Cam,

Cadam R21.1 (certified in basic and 3-D operation of Cadam). Coordinated the fit and function

of parts.

- Maintained supporting documents on PC to assist all departments.

- Created Drafting Room Manual to standardize drafting practices and to capture ANSI

requirements.

- Initiated action toward compilation of department Design Manual to provide standardization in design.

**Cleveland** **Pneumatic** **Company**

**Design Engineer** (1985 - 1990)

- Three years experience on Cad-Cam, Bravo 3, Schlumberger, performing 3-D wire frame,

kinematics and modeling of landing gears. Conducted form, fit and function studies on Cad and

on the board for BAE 330/340, Douglas T-45A and C-17 airplanes. Used ANSI Y14.5M -1982

extensively in preparing and checking details, assemblies and forgings. Certified for completion

of class, Geometric Dimensioning and Tolerancing - ANSI Y14.5M.

- Project leader in the Testing Department preparing and performing tests for the Douglas T-45A

landing gear (sudden extension, life cycling and fatigue) and compiling proposal studies and

feasibility reports.

**Production Engineer** (1978 - 1985)

- Prepared Bills of Materials and Notes. Produced and released drawings, checked form, fit and

function.

- Provided technical assistance and coordination between shop floor, vendors and customers,

and dispositioned defectively machined parts.

- Prepared work statements for estimating.

- Project Leader for Group Technology (a training program that concentrated on classifying parts

to improve methods of designing and machining).

### EDUCATION:

- Lake Erie College, 2007, working towards MBA

- Lakeland Community College, 1995, A.S. in Mechanical Engineering.

- Cleveland State University, 1976, B.A. in Arts

- Ohio State University, attended 1970 – 1972

Professional Classes completed through Parker Hannifin

- Finance for Non-Finance Managers”- June 2006

- Advanced Positive Power & Influence – May 2005

- Competitive Strategies - Case Weatherhead School of Management - January 2005

- Basic Japanese Language (Berlitz) – 2004

- PTAC Technician - 2004

- ParkerStore Training - 2004

- H.R. for Managers – July 2002

- Business Across Borders – September 2000

- Producing Results with Others – August 2000

- Writing For Effect – January 2000

- Positive Power & Influence – August 1999

- Sales Cycle – June 1999

- Effective Presentations – August 1995

**REFERENCES:** Available upon request.

## PUBLISHED ARTICLES

- “Machine Design” – “Routing Rules Enhance System Reliability”

- "Hydraulics & Pneumatics" - "What's Wrong With This Photograph"

- "Machine Design" - "Sorting Out Pressure Ratings"

- "Fluid Power Journal" - "Benefits of a Value Analysis"

- “Design Engineering” - “Swap Fittings to Stop Leaks”

- “Hydraulics & Pneumatics” – “A Guide to Recognizing the Causes of Hose

Failure”

- “Design Engineering” – “Shop Talk”

- “Fluid Power Journal” Systems Integrator Directory ’02 – “Do Your Hoses Need More

Protection?”

- “Fluid Power Journal” Certification Directory ’02 – “Parker Hannifin Helps with WTC Clean Up”

- “Design Engineering” – “8 Simple Rules to Problem-Free Plumbing”

- "Machine Design" -- "Predicting the Life of Hydraulic Hose"

- "Fluid Power Journal" - "Analyze This Equipment"

- "Design Engineering" - “Technical Services in Asia”

- “Design Engineering” –"Preventing Leaks"

- “Fluid Power Journal” -“Is There a Doctor in the House?”

- “Hydraulics & Pneumatics” – “Ensure a Healthy Life for Your Hose”