

# Caleb Szajnuk

Versatile engineer with a background in control systems, product support, and field applications across the power, oil & gas, and industrial automation sectors. Experienced in managing cross-functional technical projects, interpreting customer specifications, and delivering custom-engineered solutions under demanding timelines.

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## EXPERIENCE

### Senior Technical Project Manager (titled “Sr. Survey Programming Director”) - IncQuery, Pennsylvania

April 2021 - June 2025

Led high-volume, high-speed research deployments for global consulting and private equity clients, combining statistical design, data integrity tooling, and platform-level development to support decision-making at scale.

- Built and maintained technical workflows in Python and JavaScript to support \$90K–\$150K survey-based research projects
- Designed and deployed a custom AI QA tool to automate detection of low-quality responses, reducing noise in large datasets by ~5% and ensuring data security
- Collaborated cross functionally with sales and operations teams to improve workflows in HubSpot CRM; provided input for dashboard redesign and internal tooling
- Completed a 6-month full-stack engineering rotation; contributed TypeScript, Python, and PostgreSQL code in GitLab with CI/CD pipelines and API development
- Partnered with client teams and internal engineering to optimize statistical methodologies (e.g. MaxDiff, Gabor Granger) and interpret early signal trends

### Outside Sales Engineer — Equipment & Controls Inc. (ECI), Pennsylvania

April 2019 - August 2020

Served as a field-facing controls engineer, diagnosing and supporting control system issues across industrial facilities, including Oil & Gas, power plants, and refineries.

- Troubleshoot valve/actuator issues and Modbus/PID signal failures onsite at power plants, refineries, and gas facilities
- Generated technical scopes and worked with engineering to deliver custom valve sizing and quotes
- Built Salesforce dashboards and Excel reports to present quarterly territory performance to internal stakeholders
- Served as internal product champion for methane capture solutions, managing inventory, forecasts, and training

### Application Engineer — Equipment & Controls Inc. (ECI), Pennsylvania

June 2017 - April 2019

Supported technical sales and quoting for engineered control valve systems, while also contributing to the rollout, QA, and customization of Salesforce CRM during company-wide implementation.

- Modeled valve performance for control applications using Fisher FF2.0; performed flow, pressure drop, noise, and vibration analysis
- Helped lead Salesforce beta testing and QA during internal rollout; worked directly with developers and end users to validate workflows
- Built internal tooling to integrate data between ERP and Salesforce, improving visibility into order tracking and customer history
- Gave technical presentations on valve sizing, cavitation mitigation, and control loop tuning at industry events

## Tech Stack

Python ·  
JavaScript/TypeScript ·  
SQL · Bash ·  
Salesforce CRM ·  
Data Visualization ·  
Git · Flow Modeling ·  
DeltaV · PLCs

## EXTRAS

(Awards/Certificates)

ECI Think Customer Award Given to ECI employees who have shown initiative to go above and beyond day to day job functions.

## EDUCATION

California University of PA, California, PA —  
B.A. in Mathematics,  
Minor in Statistics  
In-Progress