

# Chaz Russo

chaz.russo1612@gmail.com | (985) 300-4731

## SUMMARY

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Experienced Mechanical Sales Engineer looking to transition into a career of Software Engineering.

## SKILLS

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**Technical Skills:** JavaScript, MongoDB, Express.js, React.js, Node.js, MatLab, SolidWorks  
**Soft Skills:** Public Speaking, B2B Sales, Leadership, Strong Communicator, Team player.  
**Mechanical Skills:** Computer aided design/3-Dimensional modeling, Field Services.  
**Microsoft:** Excel, Word, PowerPoint.

## EDUCATION

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### MIT x PRO - Professional Certificate in Coding

Anticipated May 2022

- Full-Stack Development Program with MERN
- JavaScript with MongoDB, Express.js, React.js, and Node.js

### University of Louisiana at Lafayette

May 2018

Bachelor of Science in Mechanical Engineering

Minor in Mathematics

- Mechanical Engineering GPA: 3.4/4.0

## PROFESSIONAL EXPERIENCE

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### Sanyo Denki America, Charlotte, NC

Business Development Specialist (Sales Engineer)

Present

- Responsible for all business development of the Southeast Territory
- Developed systems with customers and presented turn-key solutions to key decision makers
- Developed and maintained relationships with new and existing customers
- Worked from a remote office located in Charlotte, NC and traveled to customers throughout the Southeast area of the United States

### Gerber Technology, Charlotte, NC

Field Engineer

5 months

- Responsible for maintenance and repairs of large-scale manufacturing equipment throughout Western North Carolina
- Duties included: troubleshooting issues on-site, gathering information from customers, coordinating repairs of both software and hardware, and scheduled check-ins and maintenance

### Keyence, Little Rock, AR

Senior Sales Engineer

2 Years

Sales Engineer II

Sales Engineer I

- Responsible for the whole sales process to manufacturing environments: from introduction to installation for all relevant companies in my territory
- Awarded the "Rookie of the Year" and "Best Effort" awards
- Key Account Management over 3 states (Arkansas, Louisiana, Mississippi)
- Built customer relationships, both new and old
- 2 days on the phone, 3 on the road helping customers solve issues
- Received training from one of the top sales companies in the country
- Sold technical products ranging from \$10 to \$20,000

Additional experience available upon request

## **LEADERSHIP EXPERIENCE**

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### **University's Chem-E-Car team**

*Captain*

- Head of all mechanical design
- Responsible for the overall design and functionality of the car
- Manufactured parts for other aspects of the car (Created lead plates for the battery, built the circuitry, etc.)
- Organized the team into subgroups corresponding to each component of the car
- Set deadlines and held meetings for each subgroup to track progress
- Competed in the national competition in 2016
- Placed 2nd in regional competition and 14th in national competition
- Placed 1st in the 2017 regional competition (as captain) and competed in the 2017 national competition

## **COLLEGE PROJECTS**

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### **Senior Project (Captain)**

- Facilitated meetings with the team, sponsors, and industry leaders
- Researched current standards of fuel injection and the flow-blurring technique
- Incorporated the flow-blurring technique into a modern GDI injector in order to increase fuel efficiency and cost effectiveness
- Focused on budgeting and design of the overall system

### **Rotating Pencil-Holder Construction**

- Constructed a rotating pencil-holder using a lathe and a mill
- Constructed 2 gears from aluminum, 2 rods and 6 pencil slots from brass

### **RobotX Competition (Captain)**

- Placed 2nd in a competition of 23 teams
- Designed and produced an autonomous robot to perform specific tasks
- Presented the project to judges as well as the public
- Utilized SolidWorks and Arduino software to design and program to robot