

Christopher Brunet

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Throughout my engineering degree, combined with a career in sales and background in sports, I have optimized my ability to thrive in high-stress environments while fostering and maintaining personal relationships. I am dedicated, hardworking, detail-oriented, and have the ability to assess challenging situations and produce efficient solutions.

Education

Master of Engineering, Software Engineering - University of Calgary | 2023 - Present

Bachelor of Applied Science, Mechanical Engineering – Queen's University (GPA 3.82) | 2015 - 2019

Work Experience

GO EVO

Sales Strategy and Operations Analyst | April 2022 - May 2023 | Toronto, ON

- Led a cross-functional team through the development and implementation of a systematic, data-based approach to sales prospecting which led to an average 86% QoQ increase in interaction rate
- Managed sales and SME efforts on all RFP submissions, leading to the company's highest recorded quarterly advancement rate (80%). Developed processes to streamline future submission workflows.

ENGINEERED AIR

Technical Sales Engineer | Nov 2020 - April 2022 | Edmonton, AB

- Utilized Excel and VBA programming to create a dynamic tool to visualize project timelines and link with crucial metadata pertinent to each project. This tool was adopted by the entire office sales staff to allow faster access to data when closing projects and streamline office reporting duties
- Self-driven to continuously prospect for new accounts to exceed monthly growth targets and sold over \$2.3M of equipment in 12 months, outpacing the expected annual average of \$1.5M

Engineer in Training | Sept 2019 - Nov 2020 | Calgary, AB

- Performed various engineering roles within the company's production facilities via their rotational training program. Obtained hands-on experience and adapted to steep learning curves during my involvement in custom manufacturing processes from assembly, piping, wiring, testing and design
- Designed over \$1M of equipment during my 6-month rotation in this department

WATERSMART SOLUTIONS LTD.

Student Project Engineer | Summer 2017 & 2018 | Calgary, AB

- Assisted project engineers and environmental scientists with data acquisition and analysis for various projects involving climate adaptation plans, water diversion licenses, and market research reports
- Redesigned and automated the company cash flow program using Excel and VBA

Academic Achievements and Awards

- 2015-2016 Canadian Interuniversity Sport (CIS) Academic All-Canadian
- 2015-2019 Dean's Scholar recipient
- Queen's Admissions Scholarship and Rutherford Scholarship recipient

Other Awards and Experiences

- Proficient in Python, Java, SQL, MATLAB, Google Apps Script, VBA
- 2018 Mech Exec Vice President, Manager of Professional Development and Merchandise Manager
- 2016-2018 Queen's Fuel Cell Team electrical team member and head of website design
- 2015-2016 Varsity Volleyball Athlete; recognized as Ontario University Athletics (OUA) Rookie of the Year, OUA All-Rookie Team, CIS All-Rookie Team, and Alfie Pierce Trophy recipient for male rookie athlete of the year in all sports at Queen's University

Volunteer Work

- Mentor at Boys & Girls Clubs Big Brothers Big Sisters of Edmonton (July 2021 - June 2022)
- Alberta Health Services Patient Advisor: Cardiac ICU Patient and Family Centred Care Committee, Optimize Cardiac Surgery Referral, Patient Flow Post Cardiac Surgery Projects (January 2019 - present)