

ERIN ROBINSON

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EDUCATION

UNIVERSITY OF MASSACHUSETTS AMHERST, Isenberg School of Management **Amherst, MA**
Master of Business Administration (MBA) | Concentration: Project Management

VIRGINIA TECH (VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY) **Blacksburg, VA**
B.S. Chemical Engineering | Concentrations: Business, Nuclear Engineering, Green Engineering

- Teaching Assistant, General Chemistry II
- Study Abroad: Technical University of Denmark, Unit Operations Laboratory

EXPERIENCE

DEPARTMENT OF ENERGY (DOE), INDUSTRIAL DEMONSTRATIONS PROGRAM **Washington, DC**
Project Manager *June 2024 – February 2025*

- Manage a portfolio of \$1.9B in capital asset projects deploying first-in-kind emerging technologies to maximize both energy efficiency and infrastructure utilization of industrial facilities using Earned Value Management.
- Facilitate project management, acting as a liaison between federal and industry teams, to develop Integrated Project Schedules, Work Breakdown Structures, Risk Management Plans, Scope, and Deliverables for each project phase.
- Apply industry best practices (chemical, steel, aluminum, pulp/paper) to conduct mission operations.

EVONIK CORPORATION *May 2018 – June 2024*
Program and Account Manager II, June 2022 – June 2024 **Richmond, VA**

- Lead a cross-functional team of software engineers, data analytics, and marketing/sales from development to deployment of a digital automated order intake information system, presenting to senior leadership monthly.
- Leveraged KPIs to drive continuous program improvement, generating over \$40M in annual sales.
- Resolved technical challenges in SAP by conducting strategic risk analysis to prevent downstream concerns.
- Coordinated schedules and skills to build scope and delegate labor for digital program information systems.
- Doubled Energy industry business through client acquisition and expanding product portfolios, achieving a 150% increase in monthly contribution margins while working directly with Supply Chain on capacity allocation.

Program and Account Manager I, July 2021 – June 2022 **Richmond, VA**

- Managed \$104M in annual B2B sales to Energy industry clients, specializing in Decarbonization and Storage.
- Directed software development tied to SAP that led to a 300% increase in order process time, saving \$1M annually.
- Established and adapted digital program goals based on cost-benefit analysis of internal and external stakeholders.

Process Engineer, July 2020 – July 2021 **Janesville, WI**

- Directed projects to improve plant safety, efficiency, and sustainability, including replacing the plant's base (high-pH) chemical system to save an average of \$7.5k per reactor hour (\$65M annual savings potential).
- Facilitated PHA's (Process Hazard Analysis) to develop then execute compliance and risk mitigating strategies.
- Maximized equipment utilization throughout the facility by developing Process Flow Diagrams (PFDs) and Bill of Materials (BoM), achieving process optimization in the DeltaV Controls System and growth in operating capacity.

R&D Chemical Engineer, May 2018 – August 2018 **Richmond, VA**

- Demonstrated effectiveness of biosurfactant microemulsions for Oil & Gas drilling applications to expand business.

OAK RIDGE NATIONAL LABORATORY **Oak Ridge, TN**
R&D Engineer *May 2017 – August 2017*

- Developed adhesives for the HVAC&R Markets for use with flammable refrigerants to increase energy efficiency.

DISTINCTIONS

Achievement: Technical Project Officer Certifications I and II, AIChE Safety Certifications, ISO Standards, 2024 Federal Certificate of Appreciation for Project Negotiation

Leadership: President: Chemistry Center Tutoring, Secretary and SEC & SGA Representative: AIChE (American Institute of Chemical Engineers), Honor Panel, Student Engineer's Council

Software: SAP (CRM/SE), CAD/AutoCAD, SaaS, MS Project, Pivot Tables (Excel), Salesforce, Tableau, Power BI, Inventor, DeltaV, Aspen Plus, MATLAB, GitHub, GitLab, Python, Sharepoint

Community: Committee Chair: Evonik Women's ERG, Volunteer: Eastern Market Farmer's Market, DC