

Erin Robinson

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EDUCATION

Virginia Tech, Blacksburg, VA

Bachelor of Science: Chemical Engineering, Concentrations in Business and Nuclear Engineering

May 2020

Denmark Technical University, Lyngby, Denmark

Unit Operations Lab, Chemical Engineering

Summer 2019

RELEVANT EXPERIENCE

Evonik Corporation

Account Manager and Customer Digitalization Lead, Nutrition & Care

Remote, July 2021 – present

- Managed customer accounts and sales for General Industrial customers totaling \$103.6M in sales annually
- Drove sales to increase contribution margins by 80% - 221% on average monthly over six months
- Lead optimization and customer onboarding of a new online ordering system for the Technical Applications business line, structuring over \$26M in sales annually
- Trained customers directly and worked with the digitalization technical team to implement new and improved features to improve the customer experience and improve efficiencies internally

Process and Project Engineer, Nutrition and Care

Janesville, WI, July 2020 – July 2021

- Installed a variety of projects to improve plant safety and productivity, including replacing the plant's base system to save an average of \$7.5k per hour per reactor
- Implemented an online system for tracking transfers throughout the plant along with operations personnel, created a tag-naming system for improved standardization, sized all plant PSVs, and created a safety matrix for PPE to meet PHA recommendations and compliance

Virginia Tech Department of Chemistry

Teaching Assistant, General Chemistry II

Blacksburg, VA, January 2020 – May 2020

- Taught two sessions of 30 students for 2 hours per week. Conducted lesson plans and graded weekly quizzes for 4 hours per week

AiChE, American Institute of Chemical Engineers

Secretary

Blacksburg, VA, May 2019 – May 2020

- Coordinated AIChE events and communicate to the organization's student body

SEC & SGA Representative

Blacksburg, VA, May 2018 – May 2019

- Communicated for AIChE at Student Engineers' Council assemblies weekly

Chemistry Learning Center

Tutoring Committee Head

Blacksburg, VA, August 2018 – May 2020

- Organized Virginia Tech Chemistry Learning Center tutoring. Organized 3 hours per week and tutored 6 hours per week

SWE, Society of Women Engineers, Member

Blacksburg, VA, September 2016 – May 2020

Evonik Corporation

Technical Intern and Department Liaison, Cleaning Solutions

Richmond, VA, May 2018 – August 2018

- Aided on a variety of projects to integrate microemulsion containing biosurfactants into more common use in products
- Communicated between departments to create a presentation about the products for the customer

Oak Ridge National laboratory

Research Intern, Higher Education Research Experiences (HERE)

Oak Ridge, TN, May 2017 – August 2017

- Assisted on the development of a specific adhesive, surface preparation technique for the HVAC&R market
- Examined refrigerant flow to determine safe methods of utilizing flammable refrigerants

SKILLS:

Engineering Computer Software: MATLAB, Microsoft Office, Inventor, AutoCAD, Aspen Plus, AIChE online safety training certifications (ELA 908, 950, 951, 952, 984)

Laboratory Equipment: UV-Vis Spectrophotometer, Gas Chromatography Mass Spectroscopy, Atomic Absorption Spectroscopy, Neutron Beam – Neutron Imaging, Heat Pumps, Heat Exchangers, Specialized Product Apparatuses