

## Edgar Salinas

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### Professional Summary

Solutions-driven professional with a hybrid background in technical implementation, client-facing engineering, and operational leadership. Experienced in configuring enterprise software platforms, conducting discovery sessions, and optimizing system workflows. Strong communicator with a knack for translating business needs into scalable solutions. Proven ability to lead cross-functional projects, support post-deployment initiatives, and align technology with client outcomes. Currently focused on pivoting into the cloud sector, with a long-term career path toward cloud technology.

### Professional Experience

#### Manager – Sales, Marketing & Operations

Salinas Brothers Inc. – Hampshire, IL | April 2023 - September 2024

- Spearheaded business operations and strategy for a high-performing local service company.
- Generated \$800K+ in revenue through direct sales and streamlined marketing initiatives.
- Built and trained a small team, introduced CRM tools, and improved internal workflows.
- Led client consultations and managed service delivery from initial contact to project completion.

#### Solutions Engineer

Epic Systems - Verona, WI | July 2022 - April 2023

- Conducted client discovery sessions to assess workflows and map technical solutions.
- Delivered live product demos and system walk-throughs tailored to client needs.
- Worked alongside development teams to troubleshoot issues and improve performance.
- Provided post-implementation support to healthcare clients and translated product feedback into actionable improvements.

#### Teaching Assistant – Materials Science Course

University of Iowa – Iowa City, IA | January 2021 - December 2021

- Assisted in delivering course content and supporting students in understanding key materials science concepts.
- Held office hours, graded assignments, and provided feedback to enhance student learning.
- Collaborated with faculty to prepare lab sessions and maintain instructional quality.

## Lab Safety Monitor – Organic Chemistry

University of Iowa – Iowa City, IA | August 2019 - December 2020

- Oversaw lab safety procedures and ensured compliance with university protocols.
- Assisted students with safe handling of lab equipment and chemicals.
- Reported safety violations and maintained safety logs to support lab integrity.

## Education

B.S. in Chemical Engineering

Minor: Computer Science

University of Iowa – Iowa City, IA | 2018 - 2022

## Certifications

Amazon Web Services (AWS)

AWS Certified Solutions Architect – Associate

Issued: August 2025

Credential: [https://www.credly.com/badges/c4998eb9-481b-4494-8060-9444b476e0c9/public\\_url](https://www.credly.com/badges/c4998eb9-481b-4494-8060-9444b476e0c9/public_url)



## Core Skills

- Solution Design & Technical Discovery
- CRM Tools & Process Automation
- Client Engagement & Stakeholder Communication
- Cross-Functional Team Leadership
- Software Demonstration & Training
- Fluent in English | Proficient in Spanish

## Key Strengths

- Empathetic communicator & problem-solver
- Technically curious & fast learner
- Detail-oriented & process-driven
- Adaptable in high-pressure environments