

# HANS TERCEK

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Mechanical engineer and computer scientist with extensive experience in product development and ownership. Skilled at strategizing, building, scaling, and selling highly technical products.

## EXPERIENCE

### **Senior Associate (Advisory) - Connected Solutions / PwC Digital**

*PricewaterhouseCoopers, Washington, DC — July 2019 - Present*

PwC's Internet of Things (IoT) "startup." Product discovery, development, execution, and support as a member of a 15 person team turning PwC into a hardware company through IoT solutions.

#### **Key Projects:**

- *PwC Check-In: Automatic Contact Tracing* [\[Link\]](#)  
Automatic contact tracing for enterprise through a mobile app, desktop dashboard, and hardware products. Product owner for the hardware ecosystem: project management with overseas developers, vendor selection, contract manufacturing partnerships. Over 50,000 device orders.
- *PwC Indoor Geolocation Platform* [\[Link\]](#)  
Rapid response solution for hospitality and healthcare clients. Development, deployment, and client support. Over 5,000 devices deployed nationwide.
- *The Mob Museum Mobile App* [\[Link\]](#)  
Two member JavaScript development team for iOS and Android. 3,000+ app downloads in week one.

### **Technical Sales Engineer II - High Precision Measurement**

*Keyence Corporation of America, Boston, MA — July 2018 - July 2019*

Consultative outside sales covering southern MA, RI, and eastern CT. Worked with senior engineers and executives on implementing inline measurement systems for factory automation and process improvement. Covered the entire sales process including discovery, qualification, followup, closing, and support.

- 85% year-over-year territory growth during my first quarter. Averaged 40%+ growth and left a \$1.5M pipeline.
- November 2018 HPM Salesperson of the Month recipient for highest percentage of monthly sales goal met.

## Engineering Intern

*Startups/accelerators including Hydroswarm (MA), The Company Lab (TN), and Pi-top (UK) — 2015 - 2017*

Built autonomous underwater vehicles, prototyped a new method of SLA 3D printing, and contributed to the first DIY laptop for STEM education. Extensive engineering design in SolidWorks and rapid prototyping using 3D printing, Raspberry Pi, and Arduino.

## EDUCATION

### **Tufts University**, Medford, MA

B.S. Mechanical Engineering, Minor in Computer Science, May 2018

Honors: O'Leary Design Award Recipient, Dean's List, Kershner Scholar

#### **Undergraduate Activities:**

Club Water Polo — *Captain, 2nd place national finisher*, Intro. to Robotics — *Teaching Assistant*,  
Tufts Observer — *Web Dev*, Delta Tau Delta - Beta Mu — *Dir. Diversity & Inclusion, Dir. Academic Affairs*

## OTHER PROJECTS

### **Tufts ME-43 - ReMaterials Impact Tester**, *Electrical and Integration Lead*, Fall 2017

Designed and deployed a low-cost impact tester for ReMaterials, an alternate roofing company in Ahmedabad, India. Visited the company in India to install the machine on site. Customs was not easy.

- Tufts O'Leary Design Award recipient for outstanding contributions in the area of design.

### **Tufts Formula Hybrid - Suspension Redesign**, *Project Leader, CAD Engineer, and Machinist*, 2015 - 2017

Led 25+ member team to redesign and manufacture car's rear suspension to meet FSAE specifications.