

HANS TERCEK

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

EXPERIENCE

Manager (Products & Technology) - *Connected Solutions / PwC Digital*

PricewaterhouseCoopers, New York City, NY — July 2019 - Present

PwC's Internet of Things (IoT) "startup." Product discovery, development, management, sales, and deployment: transforming PwC into a hardware company through IoT solutions.

Key Projects:

- *PwC's Indoor Geolocation Platform* [\[Link\]](#)
Rapid response solution for hospitality and healthcare clients. Development, deployment, and client support. Over 20,000 devices deployed nationwide.
- *PwC's Remote Data Collection Platform* [\[Link\]](#)
Smart facility enablement through IoT-driven equipment, temperature/humidity, and facility status monitoring. APIs with integrations into property management systems or PwC-driven data analytics.
- *PwC's Check-In: Automatic Contact Tracing* [\[Link\]](#)
Automatic contact tracing for enterprise through a mobile app, hardware products, and a desktop dashboard. Product owner for the hardware ecosystem: over 50,000 device orders.
- *The Mob Museum Mobile App* [\[Link\]](#)
Developed JavaScript app with indoor location services and interactive experiences for iOS and Android.

Technical Sales Engineer II - *High Precision Measurement (in-line measurement systems)*

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

Consultative outside sales covering southern MA, RI, and eastern CT. Surveyed manufacturing lines alongside senior engineers to identify inefficiencies and implement inline measurement systems for factory automation. Owned the entire sales process: discovery, qualification, followup, closing, and support.

- Averaged 40%+ YoY territory growth and left team with a \$1.5M pipeline in qualified opportunities.
- November 2018 HPM Salesperson of the Month recipient for highest monthly sales goal achievement.

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 various 3D printing techniques, machining, and Raspberry Pi and Arduino development systems.

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

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.