

Oscar Beteta

Blue Bell, PA - Email me on Indeed: [indeed.com/r/Oscar-Beteta/6fdf170b741ad23d](https://www.indeed.com/r/Oscar-Beteta/6fdf170b741ad23d)

Authorized to work in the US for any employer

WORK EXPERIENCE

R&D Customer Applications Engineer

Air Products - Allentown, PA - August 2014 to Present

Responsibilities

For 50% of the time, I lead the development of innovative cryogenic processes through hands-on laboratory testing for customers in the chemical and pharmaceutical industries. For the remaining 50% of the time, I collaborate with sales and marketing teams to visit customers and provide them with technical support and services.

Accomplishments

- o Advanced a new cryogenic process called spray freeze-drying from idea to feasibility stage by planning and executing a series of lab experiments and communicating results to project stakeholders
- o Developed hands-on experience with lab-scale instruments, controls, and the following equipment: lyophilizer, cryogenic heat exchangers, cryo-grinding mills, moisture analyzer, and laser diffraction particle size analyzer.
- o Collaborated with sales and marketing teams on a weekly basis to provide customers with technical solutions and consultation related to the cryogenic application of liquid nitrogen (i.e. cryogrinding, cryocondensation, etc.)
- o Conducted monthly lab demonstrations for prospects, customers, and technology partners
- o Published 3 technical articles in Process Cooling and AIChE CEP magazines

Skills Used

- o Hands-on Laboratory Skills
- o Development of New Ideas and Processes
- o Project Management
- o Technical Selling
- o Customer Service
- o Technical Demonstrations and Presentations
- o Intellectual Asset Management
- o Chemical Engineering Fundamentals
- o Allen Bradley SLC 500 PLC Troubleshooting

Technical Sales Engineer

Air Products - Allentown, PA - June 2013 to August 2014

Responsibilities

I led the execution of a technology transfer program to establish the sales process of a cryogenic solvent recovery technology called Cryo-Condap from Germany to the US.

Accomplishments

- o Built and established a successful relationship with German technology vendor Herco GmbH
- o Developed a new Excel-based thermodynamics model to qualify prospects in the US

- o Collaborated with marketing and field sales to develop leads into business opportunities
- o Coordinated sales calls and negotiation meetings, and developed firm bids
- o Completed the tech transfer program with the sale of an \$800,000 cryogenic solvent recovery unit to a pharmaceutical customer in the US

Skills Used

- o B2B Technical Selling and Marketing
- o Project Management
- o Working with External Partnerships
- o Customer Service
- o Thermodynamics and Heat/Mass Transfer
- o Relationship Building and Professional Networking
- o Training Personnel

Assistant Construction Superintendent/Project Manager

Air Products - Allentown, PA - June 2012 to June 2013

Responsibilities

I supported the field construction management of plants for manufacturing industrial gases and specialty chemicals at various locations within the United States.

Accomplishments

- o Managed safety, schedule, and quality of field construction projects during:
 - the civil phase of a new hydrogen plant in New Orleans, LA
 - the mechanical phase of a new O2/N2 plant in Cincinnati, OH
 - an O2/N2 plant expansion project in Phoenix, AZ
 - the demolition of a polyurethane intermediates plant in Houston, TX
- o Received safety award for outstanding contractor safety management

Skills Used

- o Project/Construction Management
- o Working with Contractors
- o Hands-on Industrial Field Experience
- o Commissioning Industrial Equipment
- o Reading Engineering Drawings

Maintenance Project Engineer

Air Products - Allentown, PA - June 2011 to June 2012

Responsibilities

I managed preventative maintenance projects related to cryogenic liquid storage tank systems for small to medium customer sites across the United States.

Accomplishments

- o Planned and managed a large-scale relief valve retrofit program encompassing 6,000+ customer sites
- o Trained 20+ field engineers and 100+ technicians in relief valve sizing calculations and change-out procedures
- o Managed the installation of a Siemens-based operating service center (still in operation) in Allentown, PA to remotely troubleshoot customer sites
- o Managed tank painting campaigns for 10,000+ tanks across the US and led the biannual bidding process to qualify new painting contractors

Skills Used

- o Relief Valve Sizing
- o Working with Contractors and Vendors
- o Experience with SAP
- o Project Management
- o Change Management
- o Training Personnel
- o Work Process Development

EDUCATION

Master's in Chemical Engineering

Columbia University in the City of New York - New York, NY
2015 to 2018

Bachelor's in Chemical Engineering

Bucknell University - Lewisburg, PA
2008 to 2011

SKILLS

Project Management (4 years), B2B Technical Sales (2 years), Process Development (1 year), Hands-on R&D (1 year), Construction Management (1 year), Allen Bradley SLC 500 PLC Troubleshooting (1 year), Public Speaking (4 years), Technical Writing and Presentations (2 years), Work Process Development (2 years), Patent Searching (1 year), Scientific Literature Searching (1 year)

LINKS

<https://www.linkedin.com/pub/oscar-beteta/54/751/a73>

AWARDS

Bucknell University Full-Tuition Scholarship

August 2008

GROUPS

Tau Beta Pi

January 2011 to Present
Engineering Honor Society

Toastmasters International

January 2012 to Present

SHPE

August 2010 to Present
Society of Hispanic Professional Engineers

AIChE

August 2008 to Present

PUBLICATIONS

Cool Down with Liquid Nitrogen

<http://www.aiche.org/resources/publications/cep/2015/september/cool-down-liquid-nitrogen>

September 1, 2015