

KENSEN T. HIROHATA

Mobile phone: (808)-753-1484

hirohtk@gmail.com

EDUCATION:

University of Washington Seattle; Sep 2008 – June 2013

Bachelor of Science in Biochemistry, Minor in Chemistry

WORK EXPERIENCE:

Sales Engineer

Sterlitech Corporation, November 2018 – Present

- Account management for domestic and international customers needing tangential flow membranes and testing equipment in research processes
- Sole responsibility for closing sales for Sterlitech's highest dollar value capital equipment
- Technical consultation and application based recommendation of products
- Identifying and communicating emerging market needs and research trends to product development & marketing departments

Inside Sales Representative

Sterlitech Corporation, March 2016 – November 2018

- Contacting dormant customer accounts to generate new sales
- Answering technical questions on products, making proposals and quotes for microfiltration and tangential flow membranes and products

Personal Banker

US Bank, 151 Andover Park E; July 2014 – March 2016

- Prospected and recommended customers to product benefits and services to meet their specific financial needs
- Originated and set up consumer and small business deposit accounts, credit card accounts, secured and unsecured loans and lines of credit, home equity loans and lines of credit, and home refinance loans
- Provided answers and problem resolution to consumer and small business customers

Laboratory Assistant

UW Medicine, Department of Pathology; June 2013 - December 2013

- Conducted next-generation DNA sequencing experiments focusing on anticancer research

HIGHLIGHTS & PUBLICATIONS:

- Grew Sterlitech's Membrane & Process Development Product revenue by 25% YOY 2017-2018
- Increased number of capital equipment sales for Sterlitech Corporation by 20% YOY 2017-2018 and 2018-2019
- Ahn EH, Hirohata K, Kohn BF, Fox EJ, Chang C-C, Loeb LA (2015) Detection of Ultra-Rare Mitochondrial Mutations in Breast Stem Cells by Duplex Sequencing. PLoS ONE 10(8): e0136216. doi:10.1371/journal.pone.0136216