

# Parth Koshti

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## EDUCATION

### Purdue University

Bachelor of Science in Mechanical Engineering

West Lafayette, Indiana

Graduated May 2019

## SKILLS

**Technical Skills:** Business Communication & Analytics, Cost Estimation, Risk Assessment, Industrial Applications & Integration

**Applications:** Excel, SQL, Solidworks, MATLAB, Creo, JavaScript, React, GitHub

**Other:** Effective Powerpoint Presentation, Web Development, Graphic Design, Programming

## PROFESSIONAL EXPERIENCE

### Eckhart Industrial Automation and Engineering Services

Columbus IN

*Sales Engineer | Business Development*

October 2020 - Current

- Managing project proposals and relationships for accounts worth over \$4.5 million and counting (L3Harris, Saab, SE, G&W, etc.)
- Identifying key elements in project supply chain to establish a framework for the execution team and manage client expectation
- Providing valuable engineering expertise to technical and non-technical clients ranging from operators to C-suite executives
- Presenting solutions to and negotiating with senior management while managing internal and external expectations
- Defining engineering specifications and project scope for prospective projects and business opportunities
- Developing strategic relationships with direct internal as well as external stakeholders
- Surveying client sites and operations to assess engineering business opportunities
- Concepting automation and engineering solutions for engineering managers and clients to win new business

### Mechanical Design Engineer

August 2019 – October 2020

- Concepted and developed fully automated system (\$700k) for manufacturing sunroofs for 2022 Mercedes-Benz electric cars
- Designed assembly benches and tooling (\$700k) for manufacturing subcomponents for shock absorbers for Fox Racing (CA)
- Developed automated machine (\$70k) to manufacture Fox Racing shock absorbers for 2021 Toyota Tacoma, Tundra and Sequoia

### Dana Inc/Purdue University Collab. Electric Braking System

Lafayette, Indiana

*Engineering Project Manager*

January 2019 – May 2019

- Researched and developed safety electric braking system for Aerial Work Platforms (scissor lifts, telescoping boom lifts, etc)
- Planned project life cycle, projected and documented risks, tracked team progress and managed budget
- Developed a sense for industry and professional interaction while working with engineers, technicians and leadership at Dana
- Experienced project life cycle in an industrial environment where project went from concept, testing, approval to manufacturing

### Zucrow Propulsion Labs Largest Academic Propulsion Lab in the World

West Lafayette, Indiana

*Undergrad Research Assistant*

December 2016 – May 2017

- Assisted research on fuel injection in subsonic jet engines in setting up experimental apparatus and developed problem solving
- Reviewed research and technical papers to gain insight into research methodologies, experimental setups and data processing
- Collaborated with career professors, post doctorate researchers and fellow undergrads and developed MATLAB skills

## ADDITIONAL EXPERIENCE

### SpaceX Hyperloop Competition

Hawthorne, California

*Mechanical Design Engineer*

August 2016 – March 2017

- Concepted and developed designs for Hyperloop Pod, structural analysis on designs
- Designed prototypes, executed plans for manufacturing, learned machining techniques under guidance of professional machinist
- Collaborated with 80 team members on 8 teams across two continents, developed effective communication skills

### Purdue University

West Lafayette, Indiana

*Undergraduate Teaching Assistant*

August 2016 – December 2016

- Helped plant and nurture the “engineering mindset” in class of 120 engineering freshmen by exposing them to learning techniques
- Presented to 120 students and gained precious insight into how to make presentations and learning more engaging and fruitful

**Interests:** Ping pong, Volleyball, Reading