



Irene Villafane

Los Angeles, CA
C: (484) 719-9584
irene.villafane@gmail.com

Education

Lehigh University, Bethlehem, PA

Aug 2013 – May 2017

Bachelor of Science Degree in Mechanical Engineering, Minor in Economics and Design (GPA: 3.75)

Relevant Coursework: Manufacturing, Engineering Materials and Processes, Integrated Product Development

Awards: President Scholar 2017

Experience

Lutron Electronics, Sales Engineering Manager, Los Angeles, CA

Aug 2017 - Present

- Project manage various sales initiatives and manage team of 12 sales associates (increased contractor acquisition by 50%, surpassed territory sales annual growth target by +18%)
- Design lighting control solutions for commercial projects and train over 300 clients on product offerings
- Evaluate project field issues, propose solutions and work with suppliers and operations to meet deadlines
- Work with product managers and other stakeholders to adjust product categories to market demand

Tover, Co-Founder & Product Lead, Los Angeles, CA

July 2018 - Present

- Product manage a mobile application to improve efficiency and availability in the short-term rental market
- Analyze data and reports to improve short term rental turnover algorithm
- Led recruitment of designers, engineers and marketing staff

Sanofi Pasteur, Mechanical Engineer, Swiftwater, PA

Aug 2015 – Aug 2016

- Developed the Scope of Work for a Menactra Conjugation Capacity Increase Project (1.3 million dollar budget)
- Proved recommendations to address future field issues on the manufacturing floor
- Developed and implemented procedures to reduce downtime in the Menactra Conjugation Process
- Lead various GMP projects to support vaccine manufacturing, maintenance and facilities modifications
- Developed over 100 as-built record drawings, including process P&ID's, mechanical, clean utilities, equipment and architectural plans used for inspections, audits, maintenance and capital projects

Projects

Oceas, Engineering Consultant

July 2018 - Dec 2018

- Consulted on design and construction of the smallest pop-up tent in the current market
- Analyzed material usage and functionality from competitor products to create a superior product solution

Dresser Rand, Project Engineer Lead

Jan 2017 - May 2017

- Designed a centrifugal compressor impeller and proposed improved manufacturing methods for the compressor upgrade
- Developed and tested product prototype
- Presented the proposed impeller to Dresser Rand stakeholders and engineers

Automotive Rim UQ, Project Design Lead

Mar 2016 - June 2016

- Designed an automotive rim using Solidworks and ran static analyses to support the load requirements
- Troubleshooted and created different designs for various vehicle architectures and debugged major design issues to build a universal automotive rim
- Developed recommendations to address possible field issues on vehicle rims

Skills

Technical: Solidworks, AutoCAD, Creo Parametric, Matlab, Arduino, NX 8.5, MS Project, Javascript, GD&T

Languages: Fluent in German, English, Catalan, and Spanish; Proficient in French and Chinese

Interests: Surfing, Water Polo (School Water Polo Team), Travel, Kite-surfing, Skiing/Snowboarding

