**Chris Murray – Curriculum Vitae**

## Personal Details:

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Tel: +44 (0) 7432 644623

Email: chris.murray@imi-precision.com

Born: 08/12/1984

Gender: Male

Marital Status: Engaged

Nationality: British

## Personal Profile:

A highly motivated and flexible engineer seeking advancement to further utilise engineering and sales skills developed over 12 years working for a global, market-leading manufacturer in fluid control systems and components. Experienced and comfortable communicating clearly and concisely to both internal and external key stakeholders. Capable of and willing to learning quickly including ad-hoc through self-research.

## Education:

**BSc Mechanical Engineering (Aerospace) 2009**

*University of Salford*

* 2:1 Classification (+Honours), accredited by IMechE.
* Dissertation ‘Automation and PLC Design Methodology’ graded 72%.

**3 A-levels (Maths, Physics, General Studies) 2 AS-Levels (Biology, Chemistry) 2004**

*Hopwood Hall College, Manchester*

**10 GCSEs (A\*-C) 2001**

*St. Matthew’s RC High School, Manchester*

## Work Experience:

2020 – PRESENT IMI NORGREN Ltd., (Lichfield local site).

**Key Account Manager – Process Control (UK & Ireland)**

*Aim: Progression in sales role with a focus on new business development and sales campaign strategy.*

* Responsibility for all activities in the top 10 UK & Ireland accounts in the Process Control business unit, with a strong focus on developing new business.
* Development and management of sales and marketing campaigns to promote new products and target sales for specific focus markets including but not limited to pharmaceutical, hydrogen power and water treatment.
* Responsible for solution proposal, quotations, commercial contracts and price negotiations.
* Reporting to the sector sales director with financial forecasts, opportunity pipeline and area development plans as required.

2017 – 2020 IMI NORGREN Ltd., (Lichfield local site).

**Area Account Manager – East Midlands**

*Aim: Gain knowledge in sales techniques and develop a wider understanding of running a business unit.*

* External sales role responsible for maintenance of existing accounts and building relationships with new potential customers across a wide range or industry sectors including commercial vehicle, rail, energy, industrial automation and life sciences.
* Responsible for all activities in the account, including but not limited to solution proposal, quotation, contract and price negotiations.
* Reporting to the senior management team financial forecasts, opportunity pipeline and area development plans as required.

2016 – 2017 IMI NORGREN Ltd., Manchester.

**Application Engineer**

*Aim: Gain valuable knowledge in design and manufacture of bespoke control systems and components.*

* Customer facing role with responsibility to determine system requirements, build and maintain strong working relationships.
* Responsible for the design, cost and manufacture of bespoke pneumatic control panels, assemblies and components destined for the OEM, OCG, energy and several niche markets.
* Production of engineering drawings (3D and 2D CAD/work instructions) and documentation.
* Responsible for ATEX EN60079 and Safe System EN13849 compliance including training engineers throughout western Europe.

2015 – 2016 IMI NORGREN GmbH., Stuttgart, Germany.

**Project Manager (Commercial Vehicle)**

*Aim: Develop existing, and learn new, people and project management skills.*

* Responsible for the project structure, planning, timing and budgets across 4 multi-million Euro projects.
* Responsible for regular hosting of technical reviews, customer and supplier meetings, project reviews and Capex requests to the senior management team and board of directors.
* Production of Business Cases, Project Charters, Time Plans and all other documentation to meet APQP requirements. Mostly, but not restricted to, using Microsoft Excel, Word and Project software.

2012 – 2015 IMI NORGREN Ltd., Manchester.

**Application Engineer**

* Detailed above.

2009 – 2012 IMI NORGREN Ltd., Manchester.

**Technical Sales Engineer**

*Aim: Gain experience working for a globally recognized company in the engineering industry.*

## Languages:

English (Native).

German (Intermediate)

Polish (Studying)

## Travel:

Backpacking in China (2004) and Japan (2006) for approximately 2 months each. Gained an insight into the different cultures and lifestyles of local people. Travelled on business many times, mainly to Germany, Poland, Czech Republic and Switzerland to attend seminars, host and receive training, and also to assess manufacturing capabilities at IMI’s European locations.

## Interests & Activities:

Keen motorcycle enthusiast (mechanical maintenance and riding).

Percussion player, privately but with no fixed band or external commitments.

*References can be supplied on request.*