

Krystina Murrietta

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SUMMARY OF QUALIFICATIONS

- Skilled professional with a Bachelor of Science in Mechanical Engineering
- Proven ability to take on distressed projects and bring them back on track
- Dynamic self-starter with a strong sense of responsibility for my team and our customers
- Ability to learn quickly and contribute in the training of other team members
- Broad knowledge in aerospace manufacturing and oil refining processes
- Excellent organization, interpersonal and written communication skills
- Proficient in Microsoft Office and various software programs

PROFESSIONAL EXPERIENCE

Weber Metals, Inc., Paramount, CA

PRODUCT MANAGER (2014 - Present)

- Portfolio Management for Landing Systems, Business Jet, Aluminum/Titanium Commodity
- Increase sales by targeting key platforms and supplying competitive bids
- Analyze market conditions and strategize sales forecast
- Lead projects for New Product Introduction to ensure timely execution
- Manage and train Inside Sales Representatives and Production Planners
- Promote a team environment that invokes collaboration and problem resolution between production planning, master scheduling and sales team
- Support Regional Sales Manager on sales calls, business reviews and on site meetings
- Identify potential issues with delivery plans and coordinate with Materials Management and Production Control to eliminate obstacles and achieve customer satisfaction
- Monitor account receivables for customers and resolve payment issues
- Ensure Inside Sales Representatives and Production Planners are in compliance with safety policies and procedures
- Conduct facility tours

Flowserve Corporation, Rancho Dominguez, CA

APPLICATIONS ENGINEER (2011 - 2014)

- Managed sole-source account at Chevron El Segundo Refinery
- Traced and corrected faults in the field and maintained detailed failure reports
- Analyzed seal failures and provided recommendations to customer
- Maintained customer equipment and parts inventories
- Supported Sales Engineer with sales and customer service tasks

EDUCATION

- ❖ **Bachelor of Science, Mechanical Engineering**
Cal Poly State University, San Luis Obispo, CA (2008 - 2012)
- ❖ **Associate of Arts, Business Administration**
Orange Coast College, Costa Mesa, CA (2004 - 2007)