

KATHERINE DEGNAN

131 Alta Av Yonkers, NY 10705 • (845) 505-2928 • katherine.degnan@gmail.com

EDUCATION

Binghamton University, State University of New York

Binghamton, NY

Watson School of Engineering

Bachelor of Science, Mechanical Engineering (May 2017)

TECHNICAL SKILLS

CAD (Creo 3.0)

MATLAB

Solid Edge

Arena

Project Management

Finite Element Analysis

Statistical Analysis

Ansys

ACADEMIC PROJECTS

Senior Engineering Design (2016 – 2017)

- Work with a small team of engineering students to design and construct a steady-state thermal measurement device for measuring thermal conductivity of materials using the split-bar method
- Tasked with preparing a comprehensive engineering design package, including project proposal, budget, detailed design documentation, construction drawings, testing methods, and operations manual
- Built a heat flux simulation in Ansys to validate soundness of device design and wrote several codes in Matlab for data acquisition and analysis
- Presented detailed design package to professors and industry professionals in Fall 2016; final prototype and operating details will be showcased in a presentation at the conclusion of spring 2017

Junior Engineering Design Project (2016)

- Conducted rigorous engineering analyses for use in the theoretical design specifications of a snowboard binding
- Analyzed applied forces to object to determine behavior through finite elemental analysis
- Compiled a 90-page report including CAD models, FEA Models, analysis of design flaws and possible solutions

PROFESSIONAL EXPERIENCE

2017-Present

Southern Glazer's Wine & Spirits

New York, NY

Fine Wine & Boutique Spirits Sales Representative

- Provide sales account management support, analyze current and historical sales activity for over 80 accounts to identify opportunities and meet/exceed assigned monthly quotas and placement objectives.
- Recognize and describe major trends and directions associated with a specific type of market and discuss organization's position and plans with regard to key product and consumer trends.
- Youngest hire in company history
- Prepares and delivers professional sales presentations to customers by balancing the company's priorities and customers' needs to include selling new products, distribution, display or feature opportunities.
- Research, organize and present sales reports/quota attainment results as required management in team or division meeting environment.

EXTRACURRICULAR PROJECTS AND ACTIVITIES

Fluent in Spanish

Court of Sommelier Certification (2017)

Wine & Spirit Education Trust Level 2 (2017)

National Society of Leadership and Success (2017-Present)

ASHRAE (2017 – Present)

Society of Women Engineers, Fundraising Chair (2015 – 2017)

- Collaborated with a team of five engineers to organize a project to build a rainwater harvesting system in a village in Peru
- Designed the water purification structure with a collection mechanism and four purifiers to supply a small remote village