

Scott E. McWilliams
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EDUCATION: **COMMUNITY COLLEGE OF ALLEGHENY COUNTY**, Pittsburgh, PA
Software Development Certificate, December 2014

UNIVERSITY OF PITTSBURGH, Pittsburgh, PA
Masters in Business Administration, July 2000

STATE UNIVERSITY OF NEW YORK AT BUFFALO, Buffalo, NY
Bachelor of Science in Mechanical Engineering, May 1994

EXPERIENCE: **GOOGLE via Synergis, Inc. (Temporary Position)**
Sep 2013 to Oct 2014 **Product Specialist**

- Built expertise on a wide variety of products through thorough research and analysis of data from multiple channels. Quickly learned and mastered new processes and technical applications.
- Identified and corrected problems in the knowledge repository, and used a variety of configuration tools to improve the presentation of product data.
- Used editorial skills to organize information, write, and publish high quality online content according to requirements regarding order, clarity, conciseness, style, and terminology.
- Responsible for editing, standardizing, and suggesting changes to materials prepared by others.
- Worked to normalize brand and product data throughout Google Shopping to ensure a consistent and pleasant experience for users.

Feb 2012 to Dec 2012 **SIEMENS ENERGY AND AUTOMATION (Temporary Position)**
Product Specialist

- Supported Product Management department, particularly for controls, of Medium Voltage Motor Drives.
- Project lead for new Cyber Security initiative researching NERC CIP
- Researched and analyzed service costs and future exposure for existing product.
- Lead team to add features to new controller.

Oct 2007 to Feb 2010 **EMERSON POWER & WATER SOLUTIONS**
Product Manager

- Was responsible as product manager for design, packaging, implementation and marketing of Controllers and I/O for Power Plant and Water / Wastewater plants control systems.
- Developed new products based on customer feedback. Customers included FPL, Dominion, Southern Company, other US companies as well as various Indian and Chinese utilities.
- Worked with Dominion Clover on development of I/O system project.
- Involved in cost reduction efforts on existing products.
- Supported field sales technical queries

Nov 2005 to Sep 2007 **COMPUNETIX INC.**
Account Manager – Federal Mission Critical Teleconferencing Systems

- Wrote technical proposals, researched new markets, assisted in systems demonstrations as well as in testing.
- Made cold calls to various government and private federal contractors to develop new business.
- Made presentations to customers and interfaced with them on quotes.

ELLIOTT COMPANY, Jeannette, PA

Feb 2000 to July 2005 **Applications Engineer – Turbines, Air Compressors**

- Supported international sales force by determining acceptable price levels for bids and quotations and answering technical questions; created cost buildups to determine margin levels and scope of supply, resulting in bookings of approximately \$15 million of equipment / year.
- Kept sales force informed of market developments; tracked competitors' actions.
- Determined new product requirements and communicated these to Product Engineering Department for implementation.
- Developed sales tools for field salespeople such as division website, brochures, and CD-ROM with pricing and product descriptions. Developed CD-ROM in house saving \$25,000 in consultant fees.
- Represented Company at national trade shows.
- Assisted in training field sales force in product line.
- Prepared quotations for customers in various field offices as necessary.
- Developed automated pricing program helping to reduce leadtimes by 60 percent and saving nearly \$100,000 in programming consulting fees.
- Worked with independent sales representatives to sell to customers, involving presentations as well as preparing quotes.
- Prepared of quotes for customers including reviewing specifications from API (611/612) as well as customers' own specifications.

ELLIOTT COMPANY, Jeannette, PA

June 1996 to Feb 2000 **Project Engineer**

- Primary Point of Contact for customers and subvendors.
- Managed 10 – 12 projects (typically valued from \$100K to \$500K) concurrently for both domestic and international customers.
- Responsible for overall design and quality and meeting customer specifications.
- Selected parts and purchased auxiliaries; reviewed supplier drawings and data to ensure compliance with company and customer specifications
- Sized water cooling and lube oil systems, inlet air filters and aftercoolers
- Supervised construction and testing; handled customer witnesses.
- Expedited change orders and assisted sales force.
- Selected for Value Analysis Team to reduce product production costs by \$10,000.
- Wrote manual and trained Chinese Project Engineers for Joint Venture in Shanghai, China and made trip to Italy for meetings with customer.

OTHER: Assisted in automating Project Engineering processes at Elliott using Word, Excel, Access, HTML 5.0, Visual Basic for Applications. Also use Lotus Notes, Microsoft Project, Visio. Six Sigma Yellow Belt. Java, SQL, HTML, and Visual Basic courses through CCAC. Javascript and Responsive Web Design classes through Udemy, Udacity.