



Miguel A. Grillo 

Automation Consultant - Facilitating the Achievement of Business Goals

Houston, Texas, United States · [451 connections](#) · [Contact info](#)



AWC, Inc.



The University of Texas at Austin

About

I'm an enthusiastic Industrial Automation Consultant with a passion for applying the right technology to help business leaders achieve their near and long term goals.

My areas of focus are Automation Control Panels, Large Automation\Instrumentation Installations, Digital Enterprise Solutions and Geographically Distributed Control Systems. I am able to add significant value to our clients by gaining an in-depth understanding of their unique situations, problems, implied consequences and needs. By utilizing this valuable information, I am then able to guide individuals, small teams or large organizations to achieve quantitative results.

Specialties: Programmable Logic Controllers, Operator Interfaces, Supervisory Control and Data Acquisition Systems, Variable Frequency Drives, Electrical Circuit Protection\Controls, Industrial Internet of Things and Networking\Wireless Technology.

Market Focus: OEMs, Oil & Gas Producers, Manufacturing Organizations, Transportation, Water\Wastewater

Experience



AWC, Inc.
16 yrs 10 mos

Automation Consultant

Full-time

Jan 2008 – Present · 12 yrs 11 mos
Houston, Texas Area

As an Industrial Automation Consultant I work strategically with engineering and business leaders to develop solutions for existing constraints or new implementation requirements. By leveraging our portfolio of industry-leading manufacturing partners, I am able to match the right technology with the specific needs of our clients to ensure their success.

Automation Application Engineer

Full-time

Jan 2006 – Jan 2008 · 2 yrs 1 mo
Houston, Texas Area

- Identified and understood customer needs and requirements and then offered solutions using products and services from our primary technical partners(Siemens, Phoenix Contact, Moxa, etc.);
- Proficiently described how the Features, Advantages and Benefits of our technical products and services can deliver value to a client;
- Distinguished the application of one product vs. another in a proficient and timely manner (e.g., WinCC HMI, Advanced and V7, S7-200, S7-300, Networking, Security, etc.);
- Developed curriculum's and lead training classes, lunch & learns and seminars on related products to existing clients, prospective customers and partners
- Created technically focused collateral such as demonstration videos, training videos and blog postings
- Maintained demo systems for each product represented and traveled to customer sites and delivered demonstrations via Internet meetings
- Provided first call support for technical questions from existing customers and project partners
- Proficiently distinguished technical limitations in competing products and positioned Siemens automation products strengths
- Provided on-site, mission critical PCL, HMI, VFD, Industrial Networking and SCADA technical support to existing customers.

Experience

- **Software Engineer**
Full-time
Feb 2004 – Jan 2006 · 2 yrs
 - Used Visual Basic Script and SQL to develop, maintain, and enhance a sales opportunity tracking tool which integrated with business system.
 - Maintained an in-depth knowledge of User's operations to facilitate communication regarding requirements
 - Configured, programmed and deployed an enterprise level Voice over IP (VoIP) networking infrastructure
 - Developed and maintained data archiving processes to support business continuity
 - Consistently monitored own work to ensure the highest level of quality
 - Suggest and recommend better ways of improving quality of work



Air Delivery Specialist
United States Marine Corps
Jun 1994 – Jun 1998 · 4 yrs 1 mo

Education



The University of Texas at Austin
Bachelor of Arts (B.A.), Computer Science
1998 – 2003



Strake Jesuit College Preparatory
1990 – 1994