***Miguel A. Grillo***

***4031 Bellefontaine*  *Unit 125*  *Houston, Texas 77025***

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**OBJECTIVE Seeking a challenging position in business development, solution based sales, or related field in a corporate environment utilizing my technical expertise, leadership skills, and organizational capabilities.**

***Summary of Qualifications***

**EXPERTISE** Skilled in effective account management and sales strategies within the industrial sector focused on oil and gas. Experienced in PLC\HMI software development strategies, implementing state-of-the-art industrial programming technologies, analysis, troubleshooting, quality control, and documenting results.

**COMMUNICATION**  Fluent in both Spanish and English. Proficient in computer operations and applications including Windows 9x / NT / 2000 / XP / 7, UNIX, Mac OS, Siemens Simatic Software suite, C / C++, Visual Basic, VBScript, Java, JavaScript, Haskell, Pascal, ASP, SQL.

**WORK STYLE** Experienced in office communications and assisting in all aspects of sales cycle. Consistently noted by senior management, supervisors, professors, and co-workers for speed, timely completion of projects, work ethic, detail-oriented work style, and capability to work well independently or as part of a team.

**LEADERSHIP** Twice honored with AWC leadership award. Ability to lead and motivate colleagues, advanced project managements, taking on and accomplishing projects within budget and deadlines, problem-solving, confident decision-making, integrity and loyalty, commitment to high expectations for excellence, performance, and honesty, and ability to adapt to new technology trends.

**EDUCATION** **Bachelor of Arts Degree; 2003**

UNIVERSITY of TEXAS at AUSTIN; Austin, Texas

**Major:** *Computer Science*  **GPA:** *3.05 / 4.00*

**High School Diploma; 1994**

STRAKE JESUIT COLLEGE PREPARATORY SCHOOL

Houston, Texas

**Activities:** *Football Team*

**PROFESSIONAL EXPERIENCE**

**Account Manager \ Outside Sales; 2008 to Present**

AWC, INC.

Houston, Texas

* Currently managing and developing over 3.5 million dollars in sales focused on oil and gas automated control solutions.
* Every year have been at over 15% of sales plan and over 100% for year-on-year growth
* Identified and targeted two specific clients with total previous sales of $100,00 and grew these accounts to 1.5 million dollars

**Automation Technical Specialist; 2006 to 2008**

AWC, INC.

Houston, Texas

* Developed and implemented a 500+ tag WinCC Flex Runtime software solution communicating with 50 PSI transmitters to monitor the level of a tank farm.
* Supported end customers on various HMI & S7 300/200 hardware, software and network applications through telephone and on-site support.
* Specified full automation systems to potential customers to include pricing and component specifications.
* Instructor for S7200 PLC, Industrial Networking & HMI/WinCC Flex courses

**Siemens Engineering Certifications:**

* + *Programming 1, Programming 2, PCS7, Totally Integrated Automation*
  + *Net Basics: Profibus*, *Ethernet, PROFInet*

**Network & Systems Administrator; 2003 to 2006**

AWC, INC.

Houston, Texas

* Maintain the availability of company computer network and systems including servers, workstations, laptops, switches and routers.
* Install, program and administrate Shoretel VoIP telephone/data network hardware and software services.
* Configure and administrate mobile computing environment through VPN services.
* Develop various ASP, Java, C++ and VB client/server applications specifically designed to meet sales team and manager needs.
* Produce system/network documentation, SOP’s and IT policies.
* Recommend, evaluate and purchase IT assets

**Software Engineer Associate; 2001 to 2002**

AUSTIN INFORMATION SYSTEMS, INC.

Austin, Texas

* Served as Software Engineer Associate for company specializing in intelligence, information, and communication systems.
* Applied Task Force security templates to multiple CF72 military laptop operating systems.

**Second Reconnaissance Platoon Parachute Specialist; 1994 to 2001**

UNITED STATES MARINE CORPS / 2nd FORCE RECONNAISSANCE COMPANY

Camp Lejeune, North Carolina

* Responsible for all parachuting equipment of entire Marine fleet valued at over $1,000,000. Packed and maintained free-fall and static-line parachutes.
* Operated and maintained aviator oxygen and equipment. Operated in close quarters battle counter-terrorism team. Received Honorable Discharge June 2001.
* *Received meritorious promotion to Corporal of Marines.*
* *Awarded Good Conduct Medal*.
* *Granted secret security clearance*.

***References Available Upon Request***