

Scott William Olszewski

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Summary:

Motivated, capable and personable team player with a strong track record of building close customer relationships, generating sales strategies, and growing market share. My technical and customer facing background gives a unique perspective to closely work with customers, understand their needs and win new business as well as facilitate/diffuse difficult situations. I am looking to advance and diversify my career in relationship management, marketing strategy and leadership in roles that continue to stimulate my technical background.

Work Experience:

- **Edwards Vacuum LLC**, Santa Clara, CA July 2010 – Present
Technical Key Account Manager (1/2014 – present)
 - Manage \$20M+ account and am instrumental in 40% revenue increase from 2012 to present
 - Develop new business opportunities and help the business grow through managing customer pitches, internal strategy meetings and develop new go to market strategies
 - Manage greater than \$3M of annual local applications lab business, even in high stress situations, by using my great interpersonal skills
 - Identify critical gap opportunities and develop recovery/engagement strategies
 - Facilitate opportunity discussions with customers to grow the business pipeline
 - Develop and deliver presentations internally to provide the OEM sales team's critical information to help grow successful business across the company
 - Participate in customer forecasting, business reviews and internal account reviews
- Technical and Applications Program Manager** (7/2010 – 1/2014)
 - Work as the technical authority on the semiconductor OEM sales team – Work directly with sales, product management and engineering teams to provide customer specific solutions
 - Facilitate technical discussions with customers to create application appropriate product recommendations
 - Manage the release and roll-out of multiple high volume projects from conception to delivery
 - Manage supplier quality requirements, including field, obsolescence, change control and more
 - Use proprietary software packages to simulate solutions and size pumps properly
- Accomplishments/Awards with Edwards Vacuum LLC**
 - “World class excellence” monetary award for my cross function internal/external management of a major escalation quality excursion at the customer site.
 - Publically recognized by customer for my exceptional support that is “above and beyond the normal call of duty” during executive level QBR
 - “World class excellence” monetary award for project management of new, custom product upgrade for customer, which defended existing position and generated new business
 - Played large role for Edwards receiving “Supplier of the Year” award by a major customer 2012 and 2013
 - Received US team of the year award for my work to manage the release and implementation of the joint development project load lock pump with my customer which now revenues >\$1M/year
- **Applied Materials Inc**, Sunnyvale, CA Sept. 2005 – July 2010
Global Product Support Engineer I to III
 - Facilitator between customers, engineers and business teams to manage the design and release of global solutions for specific customer needs or product issues
 - Define mechanical, electrical and software design specifications for complete customer solutions
 - Lead on-site (in the US, Taiwan, Germany and Japan) 1st in FAB installation teams
 - Lead and deliver on-site (in US, Taiwan and Korea) classroom style and on-tool training for new chambers and/or new product features
 - Provide on-site internal manufacturing facilities troubleshooting and new product training.
 - Create and manage documents for internal and external manuals and procedures

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Accomplishments/Awards with Applied Materials Inc

- Ranked “top contributor” for being in the top 5% of performers in my grade level - 2008 and 2009
- Recognized as a potential future leader and promoted 2 times within 5 year tenure
- Co-Author of patents pending: Adaptive PID heater controller scheme for electrostatic chucks and a fast gas delivery control scheme to increase etch rate and decrease trench side-wall deformation
- Received Team of the Quarter award for work with “Mariana Trench Etch” product, including maintaining local facilities, managing engineering changes, delivering on-site support, and testing new designs, leading to a \$100,000,000+ world-wide installation base
- Received Team of the Quarter award for product penetration at Toshiba

- **Best Buy Company Inc, San Luis Obispo, CA** Aug. 2002 – Aug. 2004
Computer and Home Office Product Specialist:

- Utilized interpersonal skills and sales training to help customers choose task-appropriate PCs, printers, networking equipment and other home-office products

Accomplishments/Awards With Best Buy Company Inc

- Recognized as top part time sales associate on the computer sales team for several quarters
- Contributed and worked on a highly decorated sales department, including a #1 computer department award for several months of 2003

Education: University of California, Berkeley, Haas School of Business May 2015 – Present
Masters of Business Administration - Graduate Candidate - Class of 2016

San Jose State University, San Jose March – June 2009
Upper Division course; “Introduction to Systems Engineering”

California Polytechnic State University, San Luis Obispo July 2001 – Aug. 2005
Bachelor of Science Electrical Engineering

Leadership Experience and Other Relevant Training:

- Leadership communication, leading effective teams and relationship building course work and training through UC Berkeley Haas School of Business
- Mentored and helped manage multiple new hires at Applied Materials and Edwards Vacuum
- Over thirty hours of leadership training through Cal Poly Week of Welcome (WOW) Program
- Leadership communication and team building skills training through Cal Poly WOW TEAM
- Facilitated and processed discussions regarding topics such as teambuilding and awareness issues
- Sales Training
 - Edwards “Value Selling” training
 - CAREplus selling strategy training through Best Buy Company Inc.
 - “Fish Philosophy” selling strategy training
- Computer literate and capable with Microsoft office suite