

## Rachel A Loziuk

Tel: (224) 616-0523  
[rachel.loziuk@gmail.com](mailto:rachel.loziuk@gmail.com)

2005 Glen Allen St #112  
Austin, TX 78704

 [Rach7110](https://rach7110.github.io/)  
<http://rach7110.github.io/>

---

### OBJECTIVE & SUMMARY

**Web Developer eagerly seeking an opportunity which utilizes my object-oriented programming skills in Ruby and/or JavaScript to develop web applications** for an organization that values quality, customers, and building community. A thorough problem-solver and self-starter with excellent communication and organizational skills. Previous experience working for startups in Sales, Marketing, Engineering, and manufacturing Quality Assurance roles. Recently completed MakerSquare, a 10-week intensive web development boot camp in Austin, TX. Passionate about entrepreneurship and programming.

#### Computer Skills:

- HTML5/ CSS3
- Ruby
- Ruby on Rails
- Javascript, JQuery
- Git / Github
- Adobe Photoshop
- Adobe Illustrator
- AutoCAD
- Minitab
- MicroSoft Office (Excel, Word, PowerPoint, Visio)
- Mac OSX
- Windows OS
- Command Line Interface
- Regular Expressions

#### Professional Excellence:

- Completed a 10 week, full-time web development boot camp to create full-stack web applications with features such as user authentication, image uploading functionality, search ability, DOM event handling, payment processing, email automation, and more.
- Worked directly under cofounders of a tech startup in a business role, conducting market research, creating financial models, and advising on pricing, competitive advantage and operations.
- Developed Key Sales Performance Indicators using statistical models for an online marketing company. Analysis resulted in a 30% potential revenue increase.
- Oversaw a major supplier partnership which included reviewing proposals, conducting site visits, interviewing key personnel, and negotiating contract obligations.

---

### PROFESSIONAL EXPERIENCE:

#### Business Development Manager

June 2011 – May 2013

Greenergy Engineering

Austin, TX

- Designed and created digital marketing material
- Maintained company website through Joomla CMS
- Created online advertising campaigns for social media sites
- Generated leads through trade shows, online marketing campaigns, and cold calling
- Point of contact with new client prospects

#### Business Intern

March 2011 – June 2011

Garage Fairy

Austin, TX

- Analyzed customer demographics to select best marketing channels
- Researched competition to understand opportunities for acquiring market share
- Negotiated pricing and contract obligations with local advertisers
- Responded to online customer inquiries
- Prepared financial projections to advise co-Founders on pricing and growth rates

**Project Engineer**

Sept 2008 – Aug 2010

Invenergy

Chicago, IL

- Maintained database of wind anemometer data for over 200 sites logging in 10 minute resolution
- Compiled, validated and interpolated data to be used as software inputs
- Utilized purchased software to build wind analysis reports for Finance department
- Built and led supplier evaluation strategy, including authoring and reviewing request for proposals, conducting site visits, and negotiating contract terms with vendors. Resulted in a long term contract for repair of company-owned assets valued at over \$1.5B USD
- Helped VP of Engineering build new engineering department by creating internal project databases, documenting work instructions, and training new Engineers
- Developed wind turbine performance reports and presented to management

**Supplier Quality Engineer**

March 2007 – Aug 2008

Clipper Windpower, Inc

Cicero, IL

- Managed supplier acceptance process for large manufactured components
- Participated in root cause analysis to determine failure of parts valued at over \$65 MM
- Audited vendor inventory and data on-site for financial accounting
- Created metrics and reported to management on supplier delivery and quality
- Controlled vendor rework on-site to mitigate lost shipping costs
- Performed audits of supplier manufacturing processes

**Product Specialist**

Sept 2005 – March 2007

ITT Bell &amp; Gossett

Morton Grove, IL

- Provided product support via phone and email for customers and Sales Representatives
- Researched current market trends for new product implementation
- Maintained pricing for a \$25M replacement parts product line
- Created special quotations for custom products
- Performed monthly audits on manufacturing cells

**Business English Teacher**

Feb 2004 – Feb 2005

NetLinguae

Curitiba, Brazil

- Taught business English to Portuguese speaking executives & translated documents

---

**EDUCATION****University of Colorado** Boulder, CO

Bachelor of Science: Mechanical Engineering

Graduation: Dec 2002

- Biomedical Focus; Minor: French Language

*Courses taken in Web Development:***MakerSquare** Austin, TX

A 10-week course on full-stack development in HTML5,

Completed: August 2013

CSS, JavaScript, JQuery, Ruby, Rails, &amp; Git

*Courses taken in Business and Entrepreneurship:***Acton MBA in Entrepreneurship** Austin, TX

An intensive MBA program training future entrepreneurs

---

**OTHER**

---

**Membership & Volunteering:**

- Volunteer, Austin Rails Girls 2013 - Present
- Member, Sierra Club Austin Chapter, 2011- Present
- Member, Women of Wind Energy, 2008-2011
- Member, Engineers Without Borders, 2005 – 2010
- Volunteer, RISE Week 2011
- Volunteer, GirlStart: Girls in STEM Conference 2011
- Volunteer, Austin Startup Bazaar 2011
- Volunteer, Cabrini Green Tutor Center, 2009-2010

**Foreign Languages:**

- Portuguese: Fluent
- French: Intermediate
- Spanish: Basic