

scr5173@psu.edu

(814) 243-3762

SAMUEL ROBERTSON

<http://robertsonsamuel.github.io>

6705 204th St SW, Unit B-101,

Lynnwood, WA 98036

PERSONAL BIO

Mechanical engineer with 2 years of formal and trained sales experience. I am a technology enthusiast with a passion of sharing the benefits of it with others. I want the customer to experience why they need our services and how we can improve their workflow and business operations.

EDUCATION

The Pennsylvania State University, University Park, State College, PA

05/2011 - 08/2015

Bachelor of Science (B.S) Mechanical Engineering

GPA: 2.9/4.0

IES Study Abroad Graduate- Tokyo, Japan

05/2013 - 07/2013

Study Abroad: Japanese Language and Art

EMPLOYMENT EXPERIENCE

Delphi Automotive PLC-Internship, 200 Upper Mountain Rd, Lockport, NY 14094

05/2014 - 08/2014

- Implemented prototype HVAC systems into existing vehicles using SolidWorks and 3D scans of components for testing to meet customer contract performance evaluation.
- Created a test method for a newer, cheaper, front-of-dash seal. Cost was lowered per seal used per vehicle on each HVAC unit.
- Solved low flow measurement issues in side window ducting by using numerical analysis and real-world data.

Best Buy- Sales Associate, 430 Town Centre Dr. Johnstown, PA 15904

06/2011 - 09/2013

- Aided the GeekSquad in PC repair and diagnosis; created custom solutions for customers.
- Used selling skills to create friendly and professional environments for customers while maximizing profit and service satisfaction.

TEAMWORK BASED PROJECTS

Ingersoll Rand Senior Project

01/2015 - 05/2015

- Worked remotely with students from Shanghai Jiao Tong University and Ingersoll Rand to develop, design and test using computer models, a new shell and tube heat exchanger.
- Project Manager for a team of 6; assisted in each aspect of the product development and also ensured a steady pace of progression using Microsoft Project, and Slack for communication.

Facet Water Turbine Junior Project

01/2013 - 05/2013

- Created a water powered electric generation turbine prototype that provides 2.11V and 0.44 watts of power across a 10Ω load resistor.
- Leader of a team of 4 to create two alpha and one beta prototype units for the project.

RELEVANT SKILLS

Applicable Skills

- Formal Sales training from the Best Buy Co.
- Adept knowledge of Virtual Machines, computer hardware and storage mediums.
- Comfortable in UNIX environments, network protocols, SSH, DNS, Dynamic and Static IPs.
- An understanding of web technologies and web development.
- Great amount of experience working with foreign customers.
- Proposal and consolidation experience from the Ingersoll Rand project.