

Sailor Beau Metz

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CAREER OBJECTIVE

Hardworking tech associate with an engineering background. Possesses both technical and business acumen, sharpened from experience solving engineering and client-facing business problems. Currently seeking a role that demands both skill sets. Outside of work my primary interests include playing Spikeball at Zilker, learning guitar, and reading about philosophy, science, and emerging technologies like blockchain and Artificial Intelligence.

EDUCATION

The University of Texas at San Antonio

August 2015 — May 2019

Bachelor of Science in Mechanical Engineering

WORK EXPERIENCE

Associate | Iodine Software | Austin, TX

June 2019 — Present

- Brought in over \$26M TCV into sales pipeline with ~25% territory penetration through cold/warm outreach via phone, email, and LinkedIn. Prospects were health system executives (C-suite, VPs, Directors) across a ~100 account territory.
- Worked alongside a Solutions Executive to mature in-cycle deals by handling meeting logistics and creating supporting documents and analysis (ROI analyses, budget guides, client hand-off docs).
- Project managed go-to-market efforts for Iodine's new platform level product, the AwareCDI Suite, and reported directly to the CRO. Coordinated with the marketing, product, and engineering teams to stay on top of multiple product work streams, resulting in a successful launch of the firm's largest product release to date.
- Improved the new-sales ROI calculation process through knowledge of excel. Removed redundant steps, fixed formulas, and created a clear process manual that others could follow from scratch.

Student Engineer | Southwest Research Institute | San Antonio, TX

August 2018 — May 2019

- Increased heat exchanger efficiency by 20% and cut engine test cell energy costs by performing engineering calculations to determine optimal heat exchanger size.
- Assisted engineers in test cell setup, data collection and analysis. Worked extensively with thermocouples, strain gauges, emissions benches, Coriolis flow meters, and other data acquisition equipment.
- Authored the August edition of the Powertrain Consulting Services' State of the Industry Report, a publication that encapsulates major news in the automotive industry and global commodities as well as recent developments in government policy and regulation.

PROJECT EXPERIENCE

Team Lead | UTSA Senior Design

August 2018 — May 2019

- Orchestrated the design process of the Pedal Counter using efficient project management techniques, finished the semester 10% ahead of project schedule and 8% under-budget.
- Successfully articulated the Pedal Counter's market demand and technical specifications to professional engineers, investors, and university professors at the UTSA Tech Symposium and Big Rowdy CITE competition.

ORGANIZATIONS & CLUBS

Vice President | UTSA Men's Lacrosse Team

May 2016 — May 2019

- Successfully ensured the team's league eligibility and good-standing for 3 consecutive years by establishing quality relationships with league personnel and UTSA administration.
- Recruited 18 players and increased roster size by 163% in one season by recruiting at all campus orientation events and high school lacrosse programs in San Antonio.

RELEVANT SKILLS

Technical

- Salesforce, Microsoft Office, CSS, HTML, Python 3, JavaScript

Business

- Sales, deal maturation, public speaking, project management, cross-team coordination