

MICHAEL O. SITU

mikesitu.com/about.html

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EDUCATION

Bachelor of Science in Mechanical Engineering, Stanford University, Stanford, CA, 2008

NCEES Engineer-in-Training Certificate Holder, San Francisco, CA 2010

WORK EXPERIENCE

Self Employed, San Francisco, CA

1/13 – Present

Software Engineer

- Wrote non-trivial programs in Javascript, HTML5/CSS3/LESS, Python, Racket, Octave, Linux shell scripting.
- Tools used: Linux environment and command line, jQuery, Twitter Bootstrap3, WordPress, Compojure, Qunit, PHPUnit, Git, Meteor.js, Handlebars.js, AWS (EC2, S3, Pig, EMR), Heroku, Hadoop, Sublime Text, emacs.
- Languages familiar with: Clojure, Java, C/C++, R, MySQL, PHP.

Tritek Solutions Inc., Santa Clara, CA

12/10 – 8/13

Sales Engineer

- Simultaneously supported and sold for 25 different test equipment and system component companies spanning Semiconductor, Embedded Computing, Optical Networking, RF/Microwave (\$12,500,000 in projected bookings for 2013; more than twice the national average).
- Recorded 40% sales growth in first full year, 30% the next, and projected 30% for 2013.
- Developed relationships and repeat sales with clients including major companies like Intel, nVidia, Cisco, Qualcomm, Northrop Grumman, Sierra Nevada Corp, Neophotonics, Skyworks.
- Independently learned and became company expert in: computer hardware architecture, ESD and Latch-up, semiconductor FA/Qual/characterization, RF impedance matching for telecomm, and non-ionizing radiation safety.

Zong Mobile Payments (acquired by eBay in 2011), Menlo Park, CA

6/10 – 11/10

Sales Engineer

- Managed new merchant sales and on-boarding for online merchants grossing < \$1,000,000 in annual revenues
- Prospected, cold called/pitched, and set up meetings with C-level executives at The New York Times, Kodak, Pandora Radio, Barnes & Noble, Blockbuster, Wiley & Sons, Napster, Real Networks, Ooyala, MOG, Rdio, Limelight Networks, Gazillion Entertainment; adding potential annual revenues in excess of \$25,000,000 to sales pipeline.
- Automated sales process with Linux scripting: 1) parsed raw lead lists and checked against current leads and accounts, 2) regular expressions to extract the 385 highest retention websites from list of 35,000 websites.

Toyota Motor Engineering & Manufacturing North America, Fremont, CA

7/08 – 3/10

New College Graduate Rotation Program: Production Engineering Specialist

- Lean manufacturing experience in high-volume production environment (injection molding, paint robots, etc.).
- Improved a faulty safety test for overhead hoists/cranes, increasing robustness and cutting costs by 49%.
- Identified and decreased hazardous ergonomic processes on Toyota Corolla/Matrix, and Pontiac Vibe.
- Produced effective presentations and delivered findings to key engineering/business executives.

Stanford University, Stanford, CA

9/07 – 6/08

Systems Engineering Intern

- Created a collaboration environment for distributed design teams. The tool was able to broadcast design sketches, hand gestures, and video on a large multi-touch screen between two distributed teams in real-time.
 - Extensive creation of rapid prototypes to test human-computer-interaction, display, and ergonomics.
 - Designed the final 3D CAD model in Solidworks and Inventor.
 - Created thorough supporting documentation (approx. 200 pages) with LaTeX and TortoiseCVS.
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