

Spencer Creer

4242 W. Old Orchard Ln. Cedar Hills, UT 84062

(385) 225-0026

spencercrer@gmail.com

Overview

Results-driven sales engineer focused on growth and increasing company revenue. Top performing sales manager with technical sales experience in several industries including x-ray spectrometry, aerospace, defense, recreational, and medical. Proficient in Microsoft Office, Visual Basic for Applications, Solidworks, NX, C++, Matlab, ANSYS, HTML, CSS, Javascript, and GIT. Goal oriented leader with excellent communication and team working skills.

Professional Experience

Moxtek, Inc.

July 2019 to current

Sales Engineer II

- Manage the European sales region for the x-ray tube and detector products
- Oversee the return material authorizations and communicate with existing customers
- Quote new opportunities and inquiries.
- Wrote an Excel VBA Macro to efficiently track consignment inventory cutting time by two-thirds

Advanced Composites, Inc.

January 2019 to July 2019

Technical Sales Specialist

- Oversaw sales on company accounts totaling over ten million dollars of yearly revenue
- Generated new business opportunities through customer relations and other sales activities
- Developed an efficient shipping and packaging procedure cutting costs by approximately \$100,000 yearly
- Worked with engineers to develop a solution to achieve more accurate and precise tolerances

New Star Communications Int. Inc., American Fork, UT

May 2014 to January 2019

Sales Manager

- Managed the Cleveland, Ohio office of twenty-seven sales representatives responsible for 1,535 new activations and 1.2 million dollars of revenue growth in 2017
- Responsible for over 1,152 personal accounts equating to over one million dollars in company revenue
- Top first-year sales representative with a total of 232 personal accounts in 2014
- Amongst the top five sales representatives in production and quality four years consecutively

New Star Communications Int. Inc., American Fork, UT

November 2011 to May 2014

Call Center Manager

Education

Brigham Young University

January 2012 to December 2018

Mechanical Engineering Bachelors of Science

Global Business and Literacy Minor & German Minor

University of Utah

November 2020 to May 2021

Full-Stack Web Development Diploma

Skills and Accomplishments

- Skilled in the manufacturing processes of composite materials including layup, resin infusion, filament winding, and curing
- Passed the NCEES Fundamentals of Engineering (FE) exam
- Familiar with MIL and AS9100 quality standards
- Proficient in engineering and programming software including Microsoft Office, Visual Basic for Applications (VBA), NX, Solidworks, C++, Matlab, ANSYS, HTML, CSS, and Javascript.
- Participant on the L3 Technologies Capstone team at Brigham Young University
- Winner of the Fall 2016 Brigham Young University mechatronics robotics competition
- Volunteer service missionary from November 2009 to November 2011 for the Church of Jesus Christ of Latter-day Saints in Munich, Germany
- Proficient in German language, reading, writing, and speaking

References

Nathaniel Olsen
VP of Sales
New Star Communications Int. Inc.
(801) 318-7250
olsen1414@gmail.com

Jerry Cooney
VP of Sales and Marketing
Advanced Composites, Inc.
(801) 467-1204
cooney.jerry@gmail.com

Doug Fillmore
VP, Human Resources & Administration
Moxtek, Inc.
(801) 376-9915