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| **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.*  **Sales Engineer II** | | *July 2019 to current* |
| * 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.*  **Technical Sales Specialist** | | *January 2019 to July 2019* |
| * Managed sales of composite products in the aerospace, defense, and medical industries * Generated new business opportunities through customer relations, trade shows,D and other sales activities * Developed an efficient shipping and packaging solution 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*  **Sales Manager** | | *May 2014 to January 2019* |
| * Managed the Cleveland, Ohio office of twenty-seven sales representatives responsible for 1,535 new account activations equaling 1.2 million dollars of revenue growth in 2017 * Responsible for 1,152 personal accounts over four years * 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*  **Call Center Manager** | | *November 2011 to May 2014* |
| **Education** | | |
| *Brigham Young University*  **Mechanical Engineering Bachelors of Science**  **Global Business and Literacy Minor & German Minor** | | *January 2012 to December 2018* |
| *University of Utah*  **Full-Stack Web Development Diploma** | | *November 2020 to May 2021* |
| **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 |