

Koen Schreij

Electrical Engineering Student

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Professional Summary

Accomplished Electrical Engineering Technology student with 10+ years of managerial experience, transitioning from hospitality leadership to a hands-on engineering career. Seeking to apply proven skills in project management, team leadership, and complex systems operations to a role in electronics or automation.

Authorized to work in the US for any employer

Work Experience

Sales Coordinator

Dream Hotel Group, LLC-New York, NY

November 2019 to March 2020

- Managed complex project pipelines and client requirements, utilizing data analysis to exceed revenue targets and optimize resource allocation.
- Developed strategic implementation plans and executed systematic approaches to convert prospects into long-term partnerships through technical solution design.
- Served as technical liaison between clients and operations teams, translating business requirements into detailed technical specifications and service-level agreements.
- Collaborated cross-functionally to troubleshoot operational challenges and implement process improvements that enhanced system efficiency and client satisfaction.

Area Reservations Manager

Dream Hotel Group-New York, NY

September 2017 to November 2019

- Administered multi-platform systems integration (PMS, CRS, RMS), ensuring data integrity and optimal performance across critical business applications.
- Led technical team of Reservations Agents, managing full project lifecycle including system training, performance optimization, workflow design, and resource scheduling.
- Executed strategic technical initiatives for executive leadership, collaborating with Directors to implement system upgrades and process automation across multiple facilities.
- Designed and implemented comprehensive quality assurance protocols, conducting systematic data validation and error detection processes to maintain system reliability.
- Developed automated reporting systems and key performance indicators to monitor operational efficiency and identify areas for continuous improvement.

Front Office & Revenue Manager

The Grand Summit Hotel-Summit, NJ

February 2016 to September 2017

- Engineered comprehensive operational systems for front office management, implementing algorithmic pricing controls and inventory optimization to maximize revenue efficiency.

- Designed and managed cross-functional team workflows, developing systematic approaches to resource scheduling, performance monitoring, and continuous process improvement.
- Conducted advanced data analysis on operational metrics and customer satisfaction data, identifying systemic patterns and implementing evidence-based solutions to optimize system performance.
- Coordinated complex inter-departmental logistics and resource allocation with Maintenance and Housekeeping teams, ensuring optimal operational efficiency and asset management.

Front Desk Supervisor

The Grand Summit Hotel-Summit, NJ

March 2015 to February 2016

- Promoted based on technical aptitude and problem-solving capabilities, leading front office operations team and providing analytical support for revenue forecasting systems.
- Collaborated with management on system optimization and control processes, contributing to the development of automated workflows and performance monitoring protocols.
- Mentored junior staff on technical procedures and system operations, developing training protocols that improved team efficiency and reduced operational errors.

Guest Service Agent

The Grand Summit Hotel-Summit, NJ

November 2013 to March 2015

- Operated multiple integrated software systems simultaneously, managing real-time data entry and system coordination while maintaining high accuracy standards under time pressure.
- Diagnosed and resolved complex customer service issues through systematic troubleshooting and root-cause analysis, often involving technical system limitations.
- Collaborated with technical maintenance teams to identify and report system issues, contributing to continuous improvement of operational processes and guest experience.

Manager's Assistant

Van den Hout Automaten-Dordrecht, NL

October 2012 to August 2013

- Conducted comprehensive data analysis and product database management to support financial modeling and strategic business development initiatives.
- Applied systematic problem-solving methodologies to optimize supply chain processes, resulting in measurable improvements to order fulfillment efficiency and cost reduction.
- Developed automated data processing workflows that streamlined product information management and enhanced accuracy of financial projections and sales proposals.

Education

Electrical Engineering Technology (Bachelor of Science)

Excelsior University-Albany, NY

August 2021 to Present

Leisure and hospitality (Associates of Applied Science)

Da Vinci College-Dordrecht

2010 to 2012

High school diploma

Insula College-Dordrecht

2006 to 2012

Skills

- Digital circuit design
- Microcontroller circuit design
- Wiring diagram creation
- FPGA circuit design
- C#
- Filter circuit design
- Revenue Management
- Electrical experience
- Organizational skills
- Electrical robotics implementation
- Programming in engineering
- EAGLE
- Embedded Software
- C/C++
- Sensor circuit design
- Analysis skills
- Electrical wiring
- Systems analysis
- Circuit design
- Soldering - Soldering experience (6-10 years)
- Electrical systems
- Electrical functional testing
- Computer skills
- Project management
- PCB design
- Business networks
- Communication skills
- Sales
- Altium Designer
- Microprocessors
- Technical drawing
- Embedded systems programming
- System design
- Simulink
- Switching circuit design
- Schematics
- Design engineering
- 3D Printing

- CAD
- Python
- LTspice
- Electrical control system implementation
- Microsoft Office
- PLC configuration
- KiCad
- Electrical schematic design
- Electronics design
- Electrical field testing
- Debugging
- Verilog
- MATLAB
- SolidWorks Electrical
- Windows
- Multisim
- Java
- Engineering troubleshooting
- Linux
- Circuit testing
- Schematic capture
- PLC programming
- Sensors
- PCB
- Electrical mechatronics implementation
- Feedback control
- Management
- C++
- Microcontrollers
- AutoCAD Electrical
- Integrated circuits (ICs)
- Oscilloscope operation

Languages

- Dutch - Fluent
- English - Fluent
- German - Intermediate

Links

<https://koenschreij.com>

Certifications and Licenses

Certified Revenue Management Executive

August 2016 to Present

Driver's License