

# Interview Day Cheat Sheet — AbbVie / Sterling Engineering

*Print this. Read it in the car. Carry it in your folder. Building Automation Controls Engineer · Feb 10, 2026*

## Your Opening Line

*"I've operated Siemens Apogee and Insight BAS in a mission-critical, 2.1-million-square-foot data center — managing 63 chillers, 48 AHUs, and 135 CRAHs across 18 data halls. I understand what 'no downtime' means, and I'm ready to bring that discipline to a pharmaceutical environment where the stakes are even higher."*

## Top 5 Talking Points

#	Point	Key Detail
1	<b>Siemens BAS Console Operator</b>	Ran Apogee & Insight <b>live in production</b> at CyrusOne. 2.1M sq ft campus.
2	<b>Critical Environment Pedigree</b>	Microsoft L4 tech + CyrusOne. You know what "no downtime" means.
3	<b>Formal Controls Education</b>	Pneumatic & Digital Controls at Triton/Local 399 + HVAC at ECC.
4	<b>Multi-Platform BAS Fluency</b>	Siemens Apogee, Insight, Delta Controls, TAC/IA. Fast context-switching.
5	<b>Documentation &amp; Compliance</b>	MOP/SOP discipline, Corrigo/MCIM ticketing. Ready for GxP.

## Gap Responses (Memorize These)

**"Have you written PPCL code?"**

*"I've operated systems running PPCL logic and understand the sequence of operations. I've studied PPCL syntax — I'm eager to go deeper, and I'd welcome the chance to learn from Gino's hands-on expertise."*

**"Do you have Desigo CC experience?"**

*"Not directly, but I know it's the successor to Insight/Apogee. My track record is picking up new platforms fast — I went from zero to console operator on Delta Controls EnteliWEB in my first months at CyrusOne."*

**"Why leave data centers for pharma?"**

*"Pharma is a higher-stakes, more nuanced challenge — maintaining environments that affect drug safety and human health. That responsibility level appeals to me."*

## Read the Room — Audience Matrix

Person	Role	Focus On
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<b>John Walters</b>	Assoc. Director (Hiring Mgr)	Project delivery, communication, team fit
<b>Gino Pisano</b>	HVAC Controls SW Developer	PPCL awareness, Siemens platforms, BACnet, troubleshooting
<b>Michael Ester</b>	27-yr Controls Engineer	Respect for institutional knowledge, reliability, willingness to learn legacy

## ? Your Questions to Ask (Pick 3-4)

- What does a typical day/week look like?
- Is this new construction, retrofit, or legacy migration?
- What version of Desigo CC is standardized?
- Is there legacy Siemens Insight infrastructure still in play?
- What's the training/certification path for Siemens?
- Is there potential for this to convert to permanent?
- "What's the next step in the interview process?" ← Sterling says always ask this

## Quick Reference

Detail	Value
<b>Company</b>	AbbVie via Sterling Engineering
<b>Location</b>	North Chicago, IL
<b>Recruiter</b>	Mary Gallian (Sterling)
<b>Engineer Contact</b>	Matthew Connelly (Sterling)
<b>Pay Range</b>	\$40-50/hr contract (target mid-\$40s)
<b>Key Systems</b>	Siemens Insight, Desigo CC, BACnet
<b>Your Edge</b>	Only candidate with multi-platform BAS + critical environment experience

## ✓ Final Reminders

- ✓ Professional attire — full, not just waist-up
- ✓ Camera at eye level, face a window for lighting
- ✓ Close all other apps, wired internet preferred
- ✓ Smile, lean forward, eye contact with camera
- ✓ Detailed + concise answers — use specific examples
- ✓ Express interest in the position before ending
- ✓ Don't ask about money — Sterling handles that