william donovan

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➕ employment

Norden Millimeter
Sales Engineer   Sept. 2020 to Current

Norden Millimeter is a RF/mmW subassembly OEM serving clients in the aerospace, satcom, and military sectors. As a sales engineer, I am responsible for the entire sales lifecycle from lead generation/proposals to delivery and customer satisfaction. Within my first 4 months, I took an unqualified RFQ and closed a $400,000+ development contract for a custom assembly with 2M+ in follow on production orders, working closely with senior engineering to define the product/specifications and then serving as program manager to ensure all contractual obligations are met. I also serve as program manager on 10M+ worth of additional NPI contracts, collaborating with engineering to ensure deadlines are met, completing SDRLs, organizing ESS testing, and identifying suitable COTS/MOTS components for system level integrations.

Heila Technologies
Electrical Engineer   Jan. 2020 to Mar. 2020

Heila Technologies is a venture backed start up founded by alumni from MIT's graduate schools of business and engineering which seeks to provide a turn-key solution to integrating DERs (distributed energy resources). From their website, "Heila's distributed control platform provides unparalleled automation and modularity, dramatically reducing system complexity and cost by building systems from the ground up." During my time with Heila, I designed and developed multivariate forecasting algorithms for grid generation/usage, implemented as RESTful python APIs.

SEF Microgrid
Electrical Engineering Intern   June 2019 to Sept. 2019

As an intern at the SEF Microgrid project, I installed sensors and developed SCADA systems in LabVIEW to aggregate electrical data via Modbus TCP from distributed energy resources that otherwise would not have been readable by the existing control system.

Woodall Research Group
Researcher   2018 to 2019

Worked in a class 100 cleanroom as part of the Woodall Research Group to develop semiconductor growth and characterization techniques. Much of my work consisted of assisting a graduate student in her research developing novel gallium oxide nanotube TEGs, experimenting with methods of forming ohmic contacts on gallium oxide using electron beam deposition. As an authorized user, I completed multiple trainings at UC Davis Center for Nano-MicroManufacturing, including photolithography, electron beam deposition, plasma etching, wet bench, and SEM.

➕ awards

UC Davis Institute of Innovation and Entrepreneurship 2018 Biomedical and Engineering Entrepreneurship Academy
Awarded full sponsorship to attend a vigorous 3 day program designed to educate business leaders and professionals on how to successfully bring products to market.

UC Davis Scholarship
Highly prestigious award granted to high achieving undergraduates.

➕ activities

UC Davis Alpine Ski and Snowboard Team · Officer
Team Officer responsible for alumni engagement and fundraising.

➕ education

University of California, Davis
B.S. Electrical Engineering 2020

Coursework: Computer Architecture, Controls Systems, Power Electronics, Advanced IC Fabrication, Digital Signal Processing, Linear Systems and Signals, Electromagnetics, Device Physics, Probabilistic Analysis, Accounting, Technology Management, Marketing for the Technology Enterprise
Graduate Coursework: Molecular Electronics

➕ projects

Autonomous Car Project
Senior Design Project: Autonomous car [Embedded system programming, Hardware design (motor control), Mechanical design, Control system theory]

Battery Management System (BMS)
Prototyped a Battery Management System for a stealth-startup backed by Draper Associates to be used on VTOL aircraft.

➕ skills

SOFTWARE	HARDWARE	COMMUNICATION
Python	Embedded Systems	Sales
Altium Designer	Electron Beam Deposition	Marketing
Linux	Optical lithography	CRM
LabVIEW	PLCs	Management
MATLAB	PCBs	Spanish
CAD	Spectrum Analyzers	
HTML/CSS	Waveform Generators	
C/C++	Oscilloscopes	
Digital Filters	Analog Filters	
XGBoost	RISC-V Architecture	
Scikit-Learn	Electrolyzers	
SQL	Fuel Cells	
DSP	Scanning Electron Microscopes	