

# ROBERT SMITH

## Technical Sales Engineer

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### SUMMARY

Certified Journeyman Electrician with 12+ years of industrial and mining experience as well as supervising crews on projects. I have 6 years of experience as an engineering tech that includes mine planning, permitting, and site design. 6 years performing engineering & electrical installing, maintaining, and repairing electrical wiring, equipment, and troubleshooting, ensuring that work is in accordance with relevant codes; installing electrical control systems.

### SKILLS

Programming, Fanuc Controls, Mazak 6800, Fidia, Makino A81,A99, OKK, Haas, MIG Welding, TIG Welding, Lamoine Programming, Siemens, Solidworks, Live Tooling, Heat Shrink Tooling, 5 axis Programming, Dual Spindle Lathes, Mazak 250 Quick Turn.

### WORK EXPERIENCE

#### Technical Sales Engineer

ABC Corporation - 2018 - 2019

- Interfaced directly with clients, architects, electrical contractors, general contractors, consultants, and local and federal government contracting officers and entities.
- Estimated and generated proposals for a variety of custom electronic technology solutions, with an emphasis on design build projects.
- Comprehensive design engineering and specification of pro audio and A/V integrated systems.
- Prepared documentation (one lines, rack ups, floor plans, conduit risers, custom panels and plates, current draw, thermal heat loads, rigging details and WBS) for all proposed systems.
- Project managed all jobs to ensure quality installation and adherence to project schedule in order to provide timely system turnover to client, while maintaining job profitability.
- Performed complete system commissioning and tuning to optimize system performance.
- Provided end-user and follow-up training on all operating aspects of the installed systems.

#### Sales Engineer

ABC Corporation - 2013 - 2018

- Provided technical and engineering assistance to resolve installation or equipment problems regarding industrial heating and combustion equipment, including natural gas valves and controls in accordance with NFPA 70E/85 guidelines.
- Developed customer proposals by obtaining technical and engineering information for a proper combustion system design.
- Served as the liaison with customers throughout the project life cycle initial call to design, sale, delivery, installation, acceptance and service/maintenance.
- Designed accurate piping configurations for customer combustion systems and applications.

- Maintained customer accounts, which included Toyota Motor Corporation, Ford Motor Company, General Motors Corporation and major OEMS, in excess of \$1.6 million dollars.
- Achieved sales goal of 112% and maximum bonus potential.
- Completed American Management Association Sales Training Course..

## SCHOLASTICS

- - (Extron School of Audio)