# **Summary**

An accomplished manager and individual contributor with ten years of experience in technical pre-sales, engineering, and product, within the Enterprise Software, Medical Device, and Aerospace industries, looking to transition back into mechanical and engineered products.

# **Skills**

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| --- | --- | --- | --- |
| **Technical** | **Professional** | **Certifications (2018)** | **Software** |
| * ISO (9001), Six Sigma | * People Management | * Pegasystems CSA (7.2) | * Solidworks, AutoCAD |
| * Laser Systems | * Process Development | * Solidworks CSWA | * HTML 5, CSS 3.0, JS |
| * Photochemical Etching | * Technical Pre-Sales | * Solidworks CSWP | * C++, C#, Java |
| * Inspection Automation | * Product Management | * Six Sigma Green – Belt | * PL / MS SQL |
|  | * Device Design / DFM | * Six Sigma Black – Belt |  |

# **Education**

**B.S., Aerospace Engineering8/2004 – 8/2008**

***The Pennsylvania State University University Park, PA***

* + - Concentrations: Propulsion, Fluid Dynamics
    - Edith White Scholarship Recipient, 2005-2008

# **Employment**

**Independent Contractor / Consultant 6/2013 – Present**

***Boston, MA***

* People and Process Consulting – Assisted former employers and local Boston SMB with business process management as well as determining appropriate FTE allocations.
* Product Prototyping – Freelance design and creation of design prototypes for SMB clients, including full design from Solidworks to 3D printing and iterating based on design feedback.
* Individual Career Development – Across 20+ individuals and events, shared knowledge and functioned as a mentor to grow junior and mid-level individual contributors and managers.

**Senior Technical Solutions Consultant, Corporate Markets 11/2017 - 1/2018**

***Pegasystems Cambridge, MA***

Key Achievements:

* Lead Solution Consultant for Northeast and East Canada territories.
* Within 4 weeks of starting, achieved Pega Certified System Architect (2017) certification.

**Technical Product Manager – Platform and API 4/2017 – 11/2017**

***Toast POS Boston, MA***

Key Achievements:

* Stakeholder in the onboarding of double-digit net new partners per quarter, supporting in both pre-sales as well as post-sales with technical, functional, and workflow development.
* Stakeholder in largest platform project in company history, and mitigated mission-critical risks during back-end / database sharding endeavor.
* Product Manager for 3 scrum teams across Platform, API, and Integrations development.

**Manager of Sales Engineering, North America 3/2016 – 4/2017**

***Bullhorn, Inc. Boston, MA***

Key Achievements:

* Achieved >120% of FY2016 revenue target for North America.
* Created training programs and growth progressions, establishing career paths for all roles across the team, as well as created the Technical Writer team to support RFI/RFQ response.
* Developed Sales Engineering program for breeding team talent; successfully graduated 4 individual contributors to Sales Engineer I through pilot program.

**Manager of Sales Engineering, North America 3/2014 – 3/2016**

***Experian Credit Services - Experian Data Quality Boston, MA / San Francisco, CA***

Key Achievements:

* Led the team to overachievement of an influenced revenue target of $11M in FY16 and $9M in FY15 representing over 87% of total new business revenue across all of Experian DQ.
* Grew team personnel by 250% to accommodate double digit EBIT growth yearly through personal external recruitment and internal cross-department promotion.
* Converted individuals with no exposure to pre-sales, coding, or enterprise software concepts to high-contributing Sales Engineers.

**Sales Engineer, North America 1/2013 – 4/2014**

***Experian Credit Services - Experian Data Quality Boston, MA / San Francisco, CA***

Key Achievements:

* Influenced over $8 million within FY 14 across new business and current customer growth, across 350+ opportunities.
* Supported opportunities across all sales channels, including Enterprise and Partners / Alliances.
* Created over 30 Proofs of Concept tailored to specific industries, customers, and workflows.

**Mechanical Engineer – Tecotex Lead 9/2010 – 1/2013**

***Tecomet, Inc. Woburn, MA***

Key Achievements:

* Planned, developed, and implemented twenty product designs for manufacture of next- generation spinal fixation devices, hip replacement and broaching systems, and next-generation elbow implants.
* Owner of project to create an integrated 3D YV04 laser / six-axis robotic manufacturing unit, including all design, implementation, testing, and qualification of the project.
* Lead Owner of patented Tecotex® product line and applications in OEM med devices.

**Process / Manufacturing Engineer 8/2008 – 9/2010**

***Tech-Etch, Inc. – Flexible Circuits Plymouth, MA***

Key Achievements:

* Acted as Principal Engineer for a Department of Energy Small Business Innovation Research grant to develop Gas Electron Multiplier foils for particle detection, used in the Large Hadron Collider at CERN.
* Participated in a collaborative cross-business research initiative around developing Laser Direct Imaging capability to drive improvement in semiconductor and microprocessor manufacturing technology.
* Worked with OEM of Laser Direct Imager to benchmark and QA both hardware and software releases to improve leading industry lithography machine.