

## SALES ENGINEER

### Profile

Write professional summary using keywords for application scanning robots. Tailor resume to specific advertised position. Paragraph: 26 years of experience in the Engineering and Construction fields (2 - SENTENCES) ; 8 years project management experience | Sustainable design experience from conceptualization to building occupancy | Diverse client profile: Medical, Research & Development, Commercial, Educational and Industrial (10 plus years (not exact dates or culminating years)

A competent Project Engineer with excellent communication, organisation and co-ordination skills. Possessing a proven track record of preparing and executing project plans and programmes, ensuring that work is carried out in accordance with the companies procedures and clients satisfaction. Able to ensure timely, safe and cost effective design and implementation during the life cycle of projects from conception till customer satisfaction. Currently looking for a suitable Project Engineer or consultant position with a forward thinking employer.

### Skills

- Extensive experience of planning, project management, design & client liaison.
- Experience of interpreting specifications and preparing technical proposals.
- Ability to multi-task in a demanding engineering environment.
- A strong track record in delivering projects on time and within budget.
- Able to ensure that all H&S procedures are met and maintained.
- Resolving complex technical issues and coming up with fast efficient solutions.
- Ability to assess the financial feasibility and impact of proposed budget items and also alternatives.

### Professional Experience

Sales Engineer Feb 2014 to Current

Company Name 1/4 City , State

- Engineering Sales/Project Management & Estimation.
- Develop Proposals and estimates of conceptual designs, project schedules, and budgets from bidding through contractual agreement.
- Manage construction from mobilization to owner signoff.
- Conduct regular field observations, material/equipment acquisition and personnel allocation.

Ensuring that all engineering work is carried out in accordance with specifications, statutory requirements, laws, rules, regulations and other contractual requirements. With due regards to safety, operability and maintainability Duties:

- Managing projects from conception, pre-production through to completion.
- Providing technical support to the project team and wider regional teams.
- Responsible for overseeing the review, initiation and execution of contracts.
- Managing project budgets and keeping costs down.
- Overseeing the maintenance of projects after completion.
- Responsible for the completion of all documentation.
- Producing Test Plans and reports.
- Prepare contract documentation for procurement services and materials.
- Evaluating tenders and providing recommendations.
- Carrying out effective client liaison for all projects undertaken.
- Liaising with customers on a regular basis to ensure the successful design and manufacture of products to agreed budgets and time frames.

Project Manager/Construction Manager Jan 2009 to Jan 2014

Company Name 1/4 City , State

- Lead/organized client conceptual development of construction projects.
- Developed project scope and specifications for mechanical system replacements; mentored staff and managed the overall project execution.
- Developed Requests for Proposal (RFP), schedules and budgets; oversee installation to completion.
- NOTE ACCOMPLISHMENTS: PROJECT VALUE ON TIME.
- ENON FIELD CONVERSION & WATER DAMAGE REMEDIATION; GRACE BAPTIST CHURCH SANCTUARY A/C & BOILER PLANT Use power words like managed, developed, etc.
- Also indicate those who reported directly to you such as foreman, subcontractors.

Project manager/Project Engineer Jan 2002 to Jan 2009

Company Name 1/4 City , State

- Developed and MANAGED project scopes, schedules and budgets; mentored staff and managed the overall project execution.
- Conduct interdisciplinary coordination with architects, consultants and vendors.
- Developed energy audits, master planning and designed mechanical systems including production of preliminary, working drawings and specifications for sustainable projects.
- Responsible for work assignments and man-hour expenditures; and acted as the primary interface with the client, contractors, architects, and vendors.
- Specific Accomplishments.

Project Manager & Project Engineer Company Name 1/4 City , State

- Achieved the first LEED (Leadership in Energy & Environmental Design) - Platinum certification from the Green Building Council for an office renovation.
- Performed energy cost analysis of geothermal system for the Friends Center Renovation Project.

Project Engineer Jan 2001 to Jan 2002

Company Name 1/4 City , State

Project Engineer Jan 1996 to Jan 2001

Company Name 1/4 City , State

Project Engineer Jan 1994 to Jan 1996

Company Name 1/4 City , State

Project Designer/Shop Drawing Clerk Jan 1990 to Jan 1994

Company Name 1/4 City , State

Education and Training

Bachelor of Science , Mechanical Engineering Lehigh University Mechanical Engineering

Affiliations

Member: American Society of Heating, Refrigerating and Air Conditioning Engineers (ASHRAE).

Skills

budgets, C, CONVERSION, cost analysis, Council, client, Leadership, mechanical, office, personnel, Platinum, Project Management, Proposals, Proposal, Renovation, RFP, Sales