

# SAMPLE RESUME

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## QUALIFICATIONS PROFILE

Enthusiastic, seasoned, and dynamic professional coupled with more than 20 years of design, development, implementation, marketing, and sales of engineered systems for Civil Engineering applications. Demonstrate keen expertise in establishing and implementing effective strategies and plans to achieve solid business results, as well as tremendous product innovation and growth. Show competency in evaluating operations, negotiating contracts, and developing innovative solutions to increase sales and improve customer service levels. Accustomed in working with clients of diverse culture and organizational background to address needs and provide utmost satisfaction. Proven effectiveness to multitask in challenging, fast-paced, and highly competitive situations.

## AREAS OF EXPERTISE

- *Geotechnical Consulting*
- *Strategic and Tactical Planning*
- *Quality Control and Regulatory Compliance*
- *Clients Needs Assessment*
- *Leadership, Training, and Team Building*
- *Time and Budget Management*
- *Product Positioning and Market Launch*
- *Project Management and Operations*
- *Sales, Technical Marketing and Promotions*
- *Competitive Market Research and Analysis*
- *Continuous Process Improvement*
- *Problem Resolution and Decision Making*

## EMPLOYMENT HISTORY

- OWNER ■ RACE ENGINEERING ASSOCIATION, LLC, MINNEAPOLIS, MN** **2006–PRESENT**
- ◆ Provide expert advice on the design of mechanically stabilized earth structures such as slopes and walls
  - ◆ Instrumental in creating submittals, designing software for large and segmental block systems, updating to SRW Block design software, and concreting panel design systems
  - ◆ Consulting on new products and inventions
- DIRECTOR OF ENGINEERING ■ DELTALOK USA, MINNEAPOLIS, MN** **2009–2010**
- ◆ Played a vital role in the design and installation of mechanically stabilized earth projects using vegetated facing products
  - ◆ Wrote software to make the design process more efficient and the overall package more appealing to the customer both as a technical resource and technical marketing piece
- VICE PRESIDENT/ENGINEERING & TECHNICAL SALES ■ MILLENIA RETAINING WALLS, MINNEAPOLIS, MN** **2006–2008**
- ◆ Drove all efforts in product development, design, testing, implementation and sales of a new polymer retaining wall product, a new product for the segmental retaining wall (SRW) industry
  - ◆ Enhanced corporate visibility to public by operating exceptional consulting on polymer retaining wall product
  - ◆ Held accountability in managing and negotiating production contracts
- VICE PRESIDENT/INTERNATIONAL MARKETS ■ KEYSTONE RETAINING WALL SYSTEMS, MINNEAPOLIS, MN** **1992–2006**
- ◆ Developed and marketed modular block retaining walls and helped grow an industry with over \$6B sales
  - ◆ Directed and coordinated research development activities of technology development worldwide
  - ◆ Handled expansive duties as the International Market Manager responsible for Sales and Marketing, Engineering support/design, technical training and software development
  - ◆ Displayed unsurpassed expertise which results to expanding the company to more than \$70M
  - ◆ Carried out engineering design and training, computer application development, authoring and presenting technical papers, new product development, and management activities
- DIRECTOR OF ENGINEERING ■ THE TENSAR CORPORATION, ATLANTA, GA** **1987–1992**
- ◆ Grew from a start-up company with a new product to over a \$350M firm
  - ◆ Spearheaded and mentored professional engineering design group within The Tensar Corporation to develop their competencies and achieve the maximum level of potential
  - ◆ Initiated the developments of soil reinforcement applications and design methodologies
  - ◆ Facilitated training to engineers to enhance their knowledge in design of MSE structures using geosynthetics

**PRIOR WORK EXPERIENCE**

- ◆ **ENGINEERING MANAGER** ■ CRS Serrine, Denver, CO / Raleigh, NC
- ◆ **GEOTECHNICAL ENGINEER** ■ Stone & Webster Engineering, Denver, CO

**EDUCATION****MASTER OF SCIENCE IN GEOTECHNICAL ENGINEERING**

- Purdue University

**MASTER IN BUSINESS ADMINISTRATION**

- Georgia College

**BACHELOR OF SCIENCE IN CIVIL ENGINEERING**

- Cornell University

**REGISTRATIONS**

- ◆ Registrations in 37 states
- ◆ Professional Engineer

**SOFTWARE DEVELOPMENTS**

- ◆ UltraWall: design software for large block retaining wall systems
- ◆ GravityStone Design: design software for modular SRW walls and MSE SRW walls
- ◆ ReConWall: design software for large block retaining wall systems
- ◆ MilleniaWall: design software for modular SRW systems conforming the NCMA 2008 with global stability checks
- ◆ KeyWall: Design software specific to Keystone SRW products
- ◆ KeyDRAW: Design software specific to Keystone SRW units that included CADD layout capabilities
- ◆ Tenswall: Design software for design of SRW walls using Tensar products
- ◆ Database registration programs for KeyWall, MilleniaWall, and ReconWall programs

**TECHNICAL SUBMITTALS**

- ◆ Department of Transportation submittals for Tensar geogrid products
- ◆ Department of Transportation submittals for Keystone products (U.S. and International Markets)
- ◆ HITEC Submittal for Keystone Steel System, reviewed and approved
- ◆ HITEC Submittal for Keystone Geogrid System
- ◆ HITEC Submittal for Deltalok System

**PROFESSIONAL AFFILIATIONS**

- ◆ **Member**, American Society of Civil Engineers (ASCE)
- ◆ **Member**, North American Geosynthetic Society (NAGS)
- ◆ **Member**, International Erosion Control Association (IECA)
- ◆ **Member**, American Society of Testing & Materials (ASTM)
  - *Member, D35 (Geosynthetics) committee through the development of geogrid testing documents*
  - *Member, C15 (Masonry) committee for SRW product testing documents*
  - *Member, D18 (Soil & Rock) committee for articulated concrete blocks*

**TECHNICAL PROFICIENCY**

- ◆ **CADD DESIGN:** Autodesk 2D and 3D design
- ◆ **PROGRAMMING:** Pascal, C-Sharp, Visual Basic
- ◆ **DESKTOP PUBLISHING:** Quark, InDesign
- ◆ **MICROSOFT OFFICE SUITE:** Word, Access, PowerPoint, Excel