



February 26, 2010

*The following are candidates looking for positions.
If you have a job position for one or more of our job seekers
– email us with the JS number(s). JS = Job Seeker.*

Newest Job Seekers

JS 49 Project Manager

Summary: Ph.D., MBA, with Extensive SBIR Grant and Contract Writing & Management Experience
adept at coupling broad-based scientific expertise with business acumen to achieve results

Sample of Experience Communications

- authored and co-authored over 40-funded research proposals,
 - published 21 peer-reviewed scientific articles and 18 abstracts,
 - listed inventor on 3 patents, and
 - presented work at both scientific and business meetings.
- Prepared business and marketing plans.
 - Presented business opportunities at venture fairs.
 - Negotiated consulting and licensing agreements.
 - Financial Analysis (e.g., budgeting, pro forma financial statements, marketing/sales projections, risk analysis, pricing, market share and net present value assessments).
 - Regulatory Experience (e.g., three approved 510k applications, granted license to use of radionuclides (3H, 14C, 125I, 51Cr), and submitted and later withdrew investigational new device exemption (IDE) application).
 - GLP and cGMP experience.

Leadership

- Created, launched and sold new medical and research diagnostic reagents.
- Oversaw work of a team of Ph.D. level scientists and engineers.
- In-depth understanding of critical intellectual property issues.
- Supervised pharmaceutical-based projects and development of novel fermentation/bioreactor mixing systems.
- Developed proof-of-concept medical devices for preparing frozen RBCs for transfusion and hemoperfusion.

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JS 115. CNC Operator

Summary: CNC Machine Operator Dependable, open minded effective decision maker. Excellent interpersonal and communication skills.

Sample of Experience

Pre-Manufacturing Certificate:

CNC Lathe	Micrometers	OP Sheets
CNC Miller		Bill of Materials
Set-Up	+ .0005"	Brass
Drill Press	Materials	Aluminum
Metal Grinders		Steel
Calipers		Blueprints

Basic Programming Knowledge

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JS 116.Sales and Marketing Manager/Industrial Engineer

Summary: Ambitious and dynamic professional with a strong record of contributions in sales, operations, and brand management of consumer goods. Background includes portfolio/distributor management, regional marketing, and a solid history of making supply chain streams more efficient. Creative and analytical thinker with an uncompromised commitment to moving business forward through strong customer relationships

Core Competencies:

- Sales, Pricing, Inventory, Broker and Category Management
- Team Development
- Marketing Strategies
- Strategic Planning
- Margin Negotiations
- Relationship Building
- Broker Management

Computer Competencies: Microsoft Office, Word, Excel, Power Point, Lotus Notes, Cognos, IRI/BDN

Sample of Experience

District and Territory Management:

- Managed and developed a diverse portfolio of over 65 value and premium brands
- Created over 500 local distributor programs with mutual investment from wholesalers
- Built annual needs for point of sell items, value-added packaging, and rebates.
- Managed a \$2.3 million territory selling paper-based package solutions to companies, distributors, and fabricators.
- Grew an active account base of over 175 customers resulting in 21 new accounts resulting in \$350K for the year.

Corporate Industrial Engineer/Logistics Analyst/Plant Engineer

- Tasked with driving continuous improvement throughout the supply chain both in manufacturing and a corporate setting.
- Directed the STP Continuous Improvement program to a two year savings of \$1.3 million.
- Analyzed long-range sales forecasts to determine equipment and personnel needs.
- Developed plant costs and defined manufacturing processes for all new products.
- Conducted downtime studies at 5 plants to identify bottlenecks. Recommendations were made to improve material/mechanical efficiencies and to ease ergonomic challenges.
- Managed 40 employees in a plant setting as an engineer-in-training program.

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JS 117. Lean Manufacturing Design and Quality Engineer

Summary: Strong background in lean manufacturing, CNC programming, design and quality. Able to work with everyone from senior management to shop floor personnel and outside vendors.

Core Competencies:

- Lean Manufacturing Tools and Processes
- CNC Programming including lathes, machining centers, and swiss screw machines
- CADD and CAM software suites
- Tool and Fixture Design
- Machine Setup and Operation
- Statistical Quality Control
- Microsoft Office Tools
- COBOL Programming Experience

Sample of Experience:

Manufacturing Engineer

- Successfully developed and implemented several lean manufacturing tools including internal and vendor kanbans, and one-piece flow model utilizing new, automated assembly
- Led multiple 5S efforts, reducing machining area footprint by 10%
- Implemented and maintained Statistical Process Control (SPC) program Lead and participated in dept. Kaizens for quality improvement, process flow
- Assisted in Kaizens for work flow, shop floor layout, customer service, etc.
- Established a Total Productive Maintenance (TPM) program
- Created documentation for work instruction, root cause analysis, Kanban cards and Haijunka boards.
- Introduced and created written procedures for all jobs throughout the shop reducing scrap and rework by 20%.
- Identified and resolved problems occurring through the shop, including issues with tooling, chip removal, cycle time and fixturing.

Project Manager

- Responsible for implementation and training for Vantage Sales Database

Applications Engineer.

- Responsible for the design of custom basin pump assemblies based on customer specifications.
- Designed and created CAD drawings for custom parts including stands, rail systems and adaptors.

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JS 118. Entrepreneurial Design Engineer

Summary: Entrepreneurial Design engineer with solid business planning and market research expertise

Sample of Experience

Founder/Design Engineer

- Designed company flagship product
- Executed extensive market research to successfully position product launch

Research Analyst,

- Developed fully detailed business solutions for technology-based seed stage companies.

Internships:

Field Operations

- Streamlined inventory process pertaining to warehouse storage.
- Developed extensive part orders containing hundreds of thousands of dollars worth of commissioning spare parts.

Diesel Engine Technician

- Performed experiments specified by Sr. engineers on engines and compression brakes.
- Maintained endurance tested diesel engines.
- Installed and assisted in calibration of instrumentation on engines.

Entrepreneurial Senior Design Project

- One of a few students selected to participate in the inaugural year of the Program, Worked with MBA students to plan go-to-market launch for designed product
- Completed two intensive MBA courses concurrently

Formula SAE (club that builds, maintains, and races a small race car in Detroit)

Founding member of the university's chapter

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JS 120. Product Development /Marketing Executive

Summary: Ability to grow the top and bottom lines while consistently bringing new products to market, managing existing lines of business, driving communications and achieving financial targets.

Core Competencies:

- Product / Service Development •Business / Market Development •Product / Brand Management
- Communications / Social Media •General Management •Matrix Management •Strategic Planning
- Project Management •Global Experience

Sample of Experience

Consulting:

- Developed strategies to raise quote volume by 25%, increase membership 5% with 100% retention and educate job seekers resulting in 30 people who obtained new positions.

Product Development

- Responsible for product development and building infrastructure for Service Contracts and Motor Clubs. Managed \$350K budget
- Identified lack of correct costing in current pricing methodology. Designed and built a new, bottoms-up pricing model.

Insurance Executive:

- **AVP / Director of Product Management & Product Development**
 - Life, Accident and Disability products plus Value-Added Services. Supervised \$7 million budget
 - Improved close ratio 25% in targeted areas.
- **AVP / Regional Underwriting Manager**
 - Accountable for \$100 million business including P&L, profitable growth and renewal retention.
 - Managed \$350,000 budget, matrix managed eight Country Underwriting Managers
- **International Underwriting Manager**
 - Managed budget of \$350,000
 - Matrix managed 10 Regional Underwriting Managers

- Reduced 50% or \$922,000 in annual losses from the portfolio after re-underwriting it.
- **AVP / Profit Center Manager** (NOTE: some spacing issues)
- Created new products, expanded distribution and raised marketplace awareness of products boosting revenue 375% over three-year period from \$7M to \$26M.

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JS 122 Polymer Science/Plastic Engineer

Summary: Research engineer experienced with design and development of polymeric functional materials including synthesis, processing and characterization.

Core Competencies:

- Expert level in characterization and analysis of chemical structures, crystalline morphology, electrical properties, polymer synthesis and organic synthesis, polymer self-assembly, polymer processing
- Extensive experience in operation and analysis data from analytical instruments including WAXD, SAXS, TEM, FT-IR, DSC, PLM, ¹H NMR and ¹⁹F NMR, GPC (or SEC), Fluorescence Spectroscopy, SLS, DLS, Phase Contrast Microscopy, Oscilloscope, LCR meter, Time Domain Dielectric Spectrometer

Sample of Experience

Research Experience:

- Design, synthesis, scale up and chemical structure characterization of new materials,
- Confinement of the ferroelectric domains by physical methods including modification of crystallization conditions, polymer blending and electron irradiation
- Study of crystalline morphology, phase separation behavior and nanoconfined phase transition behavior
- Polymer processing, including lab-scale polymer blending and lab-scale capacitor grade thin film fabrication
- Characterization of nanoconfined ferroelectricity, such as nonlinear dielectric response and ferroelectricity, time-dependent electric energy storage, and discharge and reduction of conduction loss

Formal training in:

- Electrical testing and maintenance of laboratory equipment including circuit construction and basic knowledge of electrical circuits
- High-voltage technique and measurements
- Computer programming including C, Fortran

Numerous Journal Publications

Patent: Nanocomposites having high dielectric constants

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Previously Posted Job Seekers

(Since some time has passed, it is possible that these candidates have found jobs and have not yet informed us. If so, please let us know.)

JS 109. Software Engineer

Summary: Professional Software Engineer with over 12 years of industry experience including software development for commercial and defense industries. Has developed desktop, web, network, and embedded software applications for real-time operating systems and is experienced with every phase of the software development life cycle.

Sample of Experience:

- Led the design effort for a next generation replacement system for the current audit processing and reporting system.
- Designed, implemented, and maintained a CD-ROM based multimedia courseware delivery system (CD-MANIC) which was used as the primary source of content for over 30 graduate courses in Computer Science and Engineering, ultimately serving over 500 end users.
- Conducted applied research in the area of classroom automation and automatic capturing of classroom interactions, including instructor tracking using cameras.
- Primary software developer for the TIB-U project, a test launch simulator system

Tools and Technologies:

Technologies: Verdex Ada Development System (VADS), Motorola 68000 CPU, Sun Solaris, Rational Development Environment

Languages: C, C++, C#, Java, Ada, Fortran, Assembly, Perl, PHP, SQL

Development Tools: Visual Studio, Eclipse, Team Foundation Server, Visio, Cadre Teamwork, Rational Rose, VADS, DOORS, VxWorks

Platforms: MS Windows, UNIX, Linux (desktop, realtime, embedded)

Other Technologies: AJAX, XML, SOAP, IIS, ASP.NET, Apache, Tomcat

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JS 110. Executive Management:

Summary: Results oriented leader with global experience and proven success leading multi-functional engineering teams, increasing shareholder value, opening new markets, launching new products, developing channel partners and implementing effective marketing strategies for technology based products and services.

Core Competencies:

General Management, Technology & Product Development, Marketing Strategies and Tactics, Strategic Selling & Channel Development

Sample of Experience:

- Managed multi-year strategic technology joint venture with Asian partner that resulted in several product enhancements.

- Developed sales strategies, conducted strategic selling, directed marketing and business development activities nationally for \$23 million energy service provider
- Created and directed critical market development groups focused on alternative energy systems sales engineering and product marketing strategy and tactics
- Led new product development and developed effective marketing for complex clean power systems for multiple markets. Annual budgets ranged from \$5-\$15 million
- Managed large engineering teams focused on commercial product improvements including reliability, performance, and cost reduction.
- Inventor/Patent Holder for several components and processes for clean power systems that enabled commercialization.

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JS 111. Electrical Engineer

Summary: Highly motivated, electrical engineer with experience in submarine radio communications, electronic test and measurement, and manufacturing. Valued team member who can work independently or with others to accomplish objectives.

Core Competencies:

Customer Support	Prior security clearance	Test case development
Problem solving	Functional Design	Project management
Programming scripts	Technical Writing	Training design & delivery

Sample of Experience:

- Enabled a marked improvement in web site architecture change request throughput
- Improved paper plant efficiency and reduced maintenance costs by consolidating and updating software code and engineering documentation to replace 3 outdated programmable logic controller (PLC) systems.
- Promoted faster technical training materials deployment, reduced file version issues, and streamlined training content maintenance
- Saved approximately \$40,000 in annual web hosting and bandwidth fees
- Reduced web-based product and product option pricing errors
- Aided in the US Navy's efforts to design and deploy the next-generation submarine radio room
- Enhanced the accuracy and quality of the Navy EHF Satellite Communications Program (NESP) terminal design documentation
- Clinched the sale of 8 solar array simulators to a major aerospace firm through responsive pre-sales technical application support.

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JS 112. Mechanical Engineer

Summary: Experienced, results oriented team focused leader and manager with strengths in adaptability; strategic leadership; and resilience with xtensive knowledge of energy management and utility interconnections

Sample of Experience:

- Coordination and management of all activities related to the installation, start up and commissioning of distributed generation equipment producing combined heat, power and cooling (CHP).
- Coordination of customer site design of cogeneration equipment
- Management of multiple customer projects within power products portfolio (fuel cells and microturbines/chillers cogeneration systems).
- Developed proposals, installation estimates, application engineering for mechanical and electrical integration into host facility systems..
- Designed, developed and manufactured fuel cell power plants used in the generation of electrical power for commercial applications.
- Design leadership for large scale electrical power equipment and power conversion products for industrial and metal finishing products.
- Project management, engineering and design responsibility for automated multistage cleaning systems.

Computer Skills

Microsoft Office (Outlook, Excel, Word, PowerPoint, Project); AUTOCAD

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JS 113. Project Management Professional (PMP)

Summary: Experienced Project Management Professional (PMP) with demonstrated accomplishments in engineering, manufacturing processes, and leadership. Skilled in managing cross disciplined, international teams. Repeated successes in the conception, rapid development, ramp-up, and delivery of new products. Adept in strategic thinking and problem solving.

Sample of Experience:

- Led international internal manufacturing facilities and strategic external manufacturing alliances aimed at increasing global market presence for \$800 million business unit.
- Negotiated supply agreements and equipment purchase agreements and monitored social compliance of strategic alliance partners.
- Led cross-functional project teams that initiated new licensed stationery product-line for a major company resulting in a long-term, exclusive agreement.
- Managed multiple \$1.5+ million tooling programs with numerous suppliers for internal manufacturing.
- Conducted MOLDFLOW analyses
- Developed Best Practices in PRO/ENGINEER and mentored designers learning the software.

COMPETENCIES / CERTIFICATIONS

- International manufacturing negotiations, implementation, and qualification in Brazil, China, France, Hong Kong, Japan, Korea, Mexico, and Taiwan.
- Clarity Software – Project and Portfolio Management Software
- Microsoft Project Orange Belt Certification
- Formal Failure Modes Effects Analysis (FMEA)
- Quick Response Quality Control (QRQC)

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JS 114 Supply Chain Manager.

Summary: Hands-on, can-do, results driven Strategic Supply, Materials and Operations Management Professional with a balance of materials, procurement, operations management, supply chain experience and sound business acumen. Energetic leader with proven track record devising and executing strategic plans in high-tech multi-plant manufacturing environments.

Core Competencies:

Six Sigma Black Belt
Lean Enterprise Team
Leader

Strategic Sourcing
Project Management

Cost Reductions
New Product Development

Sales & Operations
Planning

Supply Chain Management

ERP Implementations

Sample of Experience:

- Director of Materials

- Improved supply chain management achieving 50% shorter order cycle times with 99% on-time performance
- Saved \$2.5 million annually by leading a cross functional team in transitioning a key component from domestic to Asian sourcing
- Managed the supplier relationship of sole source technologies including CAPA plans
- Led Kaizen events for continuous improvement
- Managed the Master Production Schedule I a make-to-order, make-to-stock manufacturing environment involving 5,000+ SKU's
- Introduced, championed and led Sales & Operations Planning in support of a new ERP implementation
- Director of Operations bringing focus and discipline to the manufacturing floor
- Materials Manager in an entrepreneurial startup
- Led a successful ERP implementation

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JS104. Senior Program Manager / Business Leader

Summary: Decisive, innovative professional with proven skills leading large complex, multi-faceted programs. Extensive military/defense background in international and domestic senior leadership. Accomplished business development expertise in operations and logistics. Strong communications, training and team-building skills.

Sample of Experience:

Program Management

- Established, implemented and executed programs valued at \$7M to develop software tools for education, training and logistics-supply chain improvement.
- Led effort resulting in development of interactive logistics asset visibility prototype tool
- Developed and implemented cost sharing plan adopted by Department of Defense (DOD) resulting in a \$2M savings.
- Managed company's largest digital wireless market launch. Led activities across 3 states in retail, third party and business-to-business sales.

Military

- Planned, synchronized and executed all command events involving United States Military Academy assets with \$200 million budget and over 1, 000 personnel.
- Planned, developed, and implemented the United States Military Academy's Y2K contingency response plan.
- Developed and executed the United States Military Academy's first full inter-agency emergency response exercise
- Principal planner and advisor for manpower issues in our National Delegation at NATO Headquarters in Belgium.
- Assistant Instructor/Assistant Professor, Senior Infantry Branch Representative at United States Military Academy

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S105. Senior Program Manager

Summary: Senior level experience in Engineering Services, Program Management and Purchasing. Strong customer and quality awareness, high level of energy. Able to handle multiple job functions.

Sample of Experience:

- Personnel Responsibilities for Mechanical Designers, PCB Designers, Documentation Coordinators, Model Shop and Plastic Injection Designs
- Oversee Mechanical Design Activities (metals and plastics), Contracted PCB Design Services, Cable Designs, and Agency Approvals.
- Created and Maintained Part Numbering and Documentation Control System.
- Headed Engineering Change/Request Board (ECO/ECR)
- Project Management for all Special Projects including, but not limited to, Purchasing, planning coordinating, scheduling, Vendor Contracts, project budgets, packaging and delivery.
- Pre Production Planner & Scheduler (all components) for the first 15 pieces. (Marketing, Agencies, Engineering, Test and Pre – Production Units)

Skills:

Proficient in QuickBooks, Microsoft Office Tools, MRP, Forth Shift, ManMan, Parts & Vendors, MAX Documentation Software, Smart Star. ISO-9001-2000 Group Leader

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JS106. Lean Manufacturing Manager

Summary: Lean manufacturing/QM professional with focus on continuous improvement of business and manufacturing processes. Strengths include budgeting, cross functional team leadership, teaching, training, and facilitation. Excellent communication skills.

Core Competencies:

Lean Manufacturing

Quality Management

**Applications
Development**

Communications

Sample of Experience:

- Developed and implemented Lean Manufacturing Training Strategy for over 270 employees
- Planned the design, development, production and launch of a new product family
- Achieved and sustained ISO 9000 standard and QA assurance activities for multiple facilities nationally
- Created Quality planning process
- Developed and implemented process redesign for office/shop floor space

Certifications

- Certified Quality Engineer, American Society for Quality
- Certified ISO 9000 Internal Auditor, Quality Alert Institute

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JS 78. Electrical Engineer

Summary: **Electrical Engineer** with extensive experience creating test platforms, testing prototype products, and verifying conformance to product requirements. Self starter and team player. Experienced with analog circuits, including closed-loop control and stability analysis, and embedded systems and digital design, including programmable logic, in the Telecom and Automotive industries.

Sample of Experience:

Applications Engineer

- Serve as customer contact and problem solver during the evaluation, design, and verification phases, assisting in bringing customer products to production.

Electrical Engineer

- Developed test requirements and procedures for new VLSI products, using device functional requirements and design documentation.
- Involved in component selection, and schematic design (using Cadence/ORCAD), of PCB test platforms.
- Designed and modified programmable logic (CPLDs and FPGAs) as needed.
- Programmed in VHDL, ABEL, and MACHXL hardware description languages.

Electronics Technician

- Supported lab operations, including PCB assembly and rework, lab organization, and maintaining records for ISO quality conformance.

TOOLS

FPGA/CPLD design Xilinx and Lattice
Xilinx synthesis, place and route tools, simulation
OrCad/Cadence schematic capture and PADS PCB tools
MathCad, and Labview applications
VHDL, Tcl, VBScript, ABEL, and MACHXL
SPICE-based simulation (PSPICE, Multisim, TINA)
LabView (Basic/Intermediate) and PADS Layout

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JS107. Manufacturing Project Engineer

Summary: Project Engineer experienced in the engineering/manufacturing field with a proven track record of product design, process engineering and manufacturing engineering taking innovative products from concept to fruition.

Sample of Experience:

Program/Project Manager

Worked with team members to deliver prototypes for IFB wafer table and dry wafer table. Used various tools to achieve lean manufacturing including SPC, Kaizan and P-FMEA. Improved production yield via lean manufacturing, goal setting, performance metrics, and process improvements.

Systems Integration Engineer

Certified ISO 9001:2000 Internal Auditor

- Design and development of new products incorporating DFM, DFA and transition to manufacturing
- Experience with SolidDesigner and SolidWorks
- Experience with optics, various types of glass, polishing techniques.
- Design and development of steering wedge mechanism
- Liaison between Design and Manufacturing
- Experience in homogeneity testing of glass
- Experienced in the assembly and testing of LCDMI laser head

Mechanical design Engineer

- Led product development initiatives from initial drawings through the component and subassembly level.
- Designed vacuum chambers for robotic systems
- Designed packaging for electronics and cabling diagrams
- Designed turntable shaft for wafer processing system
- Assisted in 'Ironman' testing of wafer processing systems
- Experience with SolidWorks

Computer Skills: *Microsoft Office and Outlook (XP Pro); Microsoft Project (XP Pro); DFM/DFA: 3D CAD; Solidworks; SolidDesigner, AutoCAD, Pro-E*

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JS108. Mechanical Engineer

Summary:

Mechanical engineer from the boiler design industry. Experienced with manufacturing, research and development, and construction environments. Well versed in various design and analysis software, materials standards, design codes, and efficiently interfacing with vendors and customers. Approaches problems eagerly and demonstrates technical curiosity and rigor in reaching their solutions.

SOFTWARE: UGS NX 4.0, AutoCAD, AutoPIPE, Caesar II, PipePlus, STAAD.Pro, MATLAB, Linux.

Sample of Experience:

Mechanical Design Engineer

- Analyzed piping on boilers for combined cycle power plants using American and European design codes and materials standards.
- Designed steel structures for boilers according to environmental loads as well as US and international building codes.
- Demonstrated skill and ease in building effective relationships with field engineers in foreign countries, as well as with customers and vendors.

Equipment Engineering Intern

- Generated critical measurement data that prompted modifications to the foam production lines to improve tension control and manufacturing efficiency.
- Provided key support to electrical engineers and facilitated development of new data management system for the production lines.
- Improved operational efficiency on the factory floor by revising and reorganizing equipment documentation.

Intern/Laboratory Assistant

- Interfaced with manufacturing operators to acquire and modify parts.
- Assembled and quality tested various models of solenoid valves.
- Conducted and documented design flaw investigations for engineers.
- Repaired and calibrated equipment, assembled projects, and assured their on-time completion.

Design and Analysis of Military Cargo Pallet

- Redesigned and tested pallet with new, non-wooden, core material.
- Designed and built test fixtures for determining performance at extreme temperatures.
- Final results redirected company's efforts towards more promising and cost effective materials

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JS 100. CIO/ VP Information Technology

Summary: My 20 years of experience in building and optimizing IT organizations have enabled companies I have worked for to improve their overall business value. This has been achieved by implementing methods that drive performance such as building relationships, focusing on customers and delivering ROI. Collaboration with customers, vendors, and partners have always been my chosen way to resolve problems and enable business processes. I have led IT solution teams in industries such as healthcare, publishing, air freight, and manufacturing.

My specialized skills include:

IT network and systems, project implementations, organizational optimization, budget management, contract negotiations, quality assurance, data center management, disaster recovery, team building and leadership. In my last position, I had divisional responsibility for all network and systems, strategic development for the corporation and management of the office space. I had responsibility to transition all systems to the corporate headquarters and implement a division shutdown. This was completed on schedule.

Business Process Redesign • Organization, Optimization and Transformation
Infrastructure Architecture • Application Development and Implementation
Mentoring and Coaching • Team Building and Leadership
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JS 70. General Manager/Principal Engineer

Summary: : Self starting Principal Electrical Engineer, with strong physics background, who has participated as a principal in start-ups as well as corporate business development, planning, customer relations, employee relations, trade shows, analytics, and management. Can wear many hats.

Example of Experience as Principal Development Engineer:

One of the original members of a start-up company tasked with developing a new class of fiber-optic products for telecommunications and down-hole oil well monitoring. Conceived and directed development of mechanics for a very high resolution Optical Channel Filter/Tuner. Tasks included optics fixturing, hermetic packaging development, actuator design, manufacturing process development, product testing. Product resulted one million dollars in sales in first year. Directed design and development of a high temperature version of the SONARtrac™ meter. Tasks included harsh environment packaging development, sensor development, manufacturing process development, product testing and installation at customer locations. Resulting product saved customers hundreds of thousands of dollars in meter replacement costs and eliminated a serious health and safety problem. Executed numerous field installs. Collaborated with multidisciplinary groups to make key contributions in the areas of product suite component design, hermetic packaging and manufacturing process development, testing. Proven effectiveness in defining customer needs, developing solutions and delivering to the customer a successful product. Extensive use of Excel, Matlab, Project Planning software. Listed on numerous patents.

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JS 101. Technical-Engineer

Samples of Experience

Student Researcher, Maryland Experimental Gravity Group, UMD 2 semesters

- Implemented design for measuring thin films using a capacitor bridge.
- Improved design to limit interference and decrease size of error.
- Investigated possible improvements with UMD Electronics Development Group Engineers.

Consultant/Assistant

- Assist in material procurement and light construction.
- Critique existing residential structures and present improvements for structural integrity and utility efficiency.

Technical Skills

- Operation and setup of instrument amplifiers, cathode tubes, AC and DC power supplies, vacuum systems, thin-film precipitation systems, lasers, interferometers, and various circuit types.
- Statics, Mechanics of Materials, Dynamics
- Use of various programs such as Lab Pro, Excel, and Mathematica for data collection, and error analysis.
- Proficient with Microsoft Office, MathCAD, Matlab, AutoCAD, and DesignCAD.
- Limited programming experience in Python, Java, and Unix/Linux/Ubuntu terminal.

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JS 102. IT Professional

Summary:

A senior solution oriented IT Professional with extensive experience of project management, application design & development in banking & financing industries, travel industry, health care industry and On-Line e-Business; with proven accomplishment in transnational corporations and small start-up companies; thorough understanding of *ab initio* full life cycle software (SDLC) architecting and OOPS/Top-down algorithms; both Windows and UNIX platforms; strong business abstraction and data modeling background, including creating XML business object schemata and transformation into software class objects. Speak fluent English, Chinese and German. Great flexibility from diverse skills and background; strategically sharp sensitivity of new development of science & technologies, creativity & fast learner benefit from extensive education and training; wonderful teamwork, self-motivated; highly logical and detail-oriented working enthusiasms, and solid Software Quality Assurance (SQA) experience earned the track record of over 100 continuous major software releases without a single roll-back. Financial industry security clearance background check passed.

Key competences include:

- Strategic Thinking
- Issue Analysis
- Change Management
- Lead ship & Planning
- Data Modeling
- Math & Statistics
- Procedure Development
- Windows & UNIX
- Detail Oriented

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JA 103. Lead Engineer

Summary: : A leadership position supporting product engineering and development which capitalizes on my knowledge of electrical, electronic, mechanical and systems engineering.

CORE COMPETENCIES:

Eng./Lead Management Project Management/Lead ORCAD/PSPICE	Digital Design New Product Development Problem Solving	Change Management Product Safety/Liability UL/Product compliance Technical Writing Proposal Development/Writing
Analog Design EMC (EMI/ESD) Compliance	Project Budgeting Product/Sustaining Support	

Sample of Experience:

Electrical Integrated Product Lead Engineer

Performed electrical design and integration activities for the CH53-K helicopter air management system. This included the design of cabling/harnesses and integration of all the electrical sensors and valves with the electronic control unit (ECU). Completed the design and oversaw the build of the ECU dynamic test stand with is utilized for development testing of the ECU. ACE (Achieving Competitive Excellence) Associate Level (6 sigma)

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JS 99. Software/Systems Engineer

Summary: My strengths include code or software requirements design, verification and validation (walk-throughs or using simulation tools), and code optimization. An additional strength is learning and working with new technologies and other products.

Detail-driven engineer with experience in embedded software design including requirements generation and review, testing and documenting results. Implemented processes to reduce cycle time and cost. Pinpointed and documented discrepancies before software delivery to avoid long-term and costly troubleshooting. Efficient and organized within internal/external teams to reach and surpass expectations. Expert-level skills in Systems/Software interface design and testing.

Core competencies:

- Requirements Generation
- Requirements Review
- Researched existing systems requirements
- Laboratory Testing
- Engineering Documentation
- Verification of software via computer simulation

Program Language Skills:

- Assembly, C, Pascal

Example of Experience:

Verified Software design through visual review and using an in-house simulation tool; Created requirements for software to implement and reviewed requirements generated by the system group or the customer; Coded modules using Assembly language per requirements; Created and updated documents for FAA certification.

- Researched on existing programs to support customer's technical requests
 - Able to recognize opportunities to optimize code
 - Key member of project technical meetings
 - Participated in FAA audits
 - Implemented and tested data bus interface between Electronic Engine Control and external data units (ARINC-429)
- [Email us and note the JS number](#)

JS 98. Senior Engineering Executive

Summary: Senior engineering executive with MSEE and 25 years of design, development and management experience. Expertise in alternator, electronic control, power electronics and motor products. Strong technical innovation (12 patents), leadership and communications ability. Results-oriented leader adept at developing new products from concept to commercialization.

- Developed more than 10 new products from concept to high volume production successfully.
- Created a new technology and \$5 million SMT production line for electronic modules within a year.
- Led AMMPS program to develop \$2 million Advanced Military Mobil Power Generation sets for Department of Defense.
- Built an R & D department and \$1 million Lab in 6 months.
- Designed Gold alternator and created new 500 jobs for launching new production.
- Led a technology license contract and made multi-million dollar Joint Venture deal in China in four months.
- Led few development projects of highly efficient energy products for electrical vehicle (EV) application.
- Hands-on problem solver and effective communicator.
- Strong team build, project management and critical thinking skills.

Skills:

Leadership and management:

Managing people	Hiring/firing	Annual Review	Leading technical team
Project management	Schedule	Budget	Contact vendors/customers
Critical thinking	Public presentation	Commercialization	Marketing support
Product Development			

[Email us and note the JS number](#)

JS 97. Applications Engineer/Project Manager

Summary: Proven track record of closing multiple projects in a fast-paced environment. Candidate effectively planned and executed the development of new products from tool design and cost analysis through completion, applies diversified plastic experience in the electronic, automotive, consumer, and medical markets. Utilizes strong analytical, organizational, communication and leadership skills. Employs strong problem solving, troubleshooting and presentation skills; strategic in the process of design manufacturing of both products and tooling for plastic injection molded parts as well as metal machining/etching/stamping, precious metal plating and other manufacturing method requirements to achieve the finished product.

Key Qualifications: Cost Estimation, Design, Engineering, Manufacturing, Research & Development, Team Leader

Sample of Professional Experience

Application Engineer/Project Manager

Managed the initial Request for Quotations (RFQ) for application including cost analysis for tooling, polymer plastics, inserts, (machined/etch/stamped), piece part pricing and final quote presentation. Additionally, project managed the design and manufactured of new programs as well as existing production lines.

- Managed budgets for capital projects for engineering and tooling needs.
- Created and maintained a tracking system for all RFQ's and programs to both expedite and execute key milestones from quotations to final build of approved samples and invoicing.
- Oversaw and recommended vendor contacts of plastic polymer manufacturers, metal stampers, screw machine, etchers and precious metal platers.
- Established vendor contacts both domestic and off -shore to ensure cost effective tooling and delivery.
- Consulted and negotiated with clients, prepared specifications, wrote and explained detailed proposals.
- Initiated, wrote and presented PowerPoint presentations of design concepts for both clients and management.

[Email us and note the JS number](#)

JS 96. Director of Sales and Marketing

Summary: Creative professional with an array of experience in marketing and sales, existing/new product planning, and business development activities. Independent, highly energetic, with the ability to focus on challenging situations. Possesses the ability to identify possibilities, conceptualize, and organize ideas into effective business solutions. Personal strengths include: analytical skills, initiative, self-direction, communications, and commitment to success. Experience includes positions of progressive responsibility in sales and marketing, product planning, design/introduction, quality control and technical services.

- Created a manufacturers representative's sales force in North America in order to increase market share and improve profitability of a microwave and RF passive/active component product line.
- Worked directly with design engineering firms to provide products that met or exceeded Source Control Drawing (SCD) specifications. Where SCD's did not exist, worked with the design engineers to create product specifications in consideration of the customers cost targets and the manufacturing capabilities of the company.
- Secured business opportunities at new accounts where the company had no previous market share. This lead to original equipment manufacturer (OEM) sales and, in addition, to after market sales of related products to the end user.
- Reintroduced the company's products and capabilities to customer accounts that had been previously lost due to no sales activity.
- Coordinated all customer visits to the company and prepared customer presentations acting as the team leader for Design Engineering, Manufacturing, Production and Quality Assurance. Presentations included but were not limited to Preliminary Design Reviews (PDR's) and Critical Design Review's (CDR's).
- Prepared and submitted quotations as a result of customer Requests for Quotation, coordinated customer expedites and Return Material Authorizations (RMA's), customer purchase order review and corrections, product photography for new product introductions or email blasts, and created and published the first hard bound company catalog.
- Developed and maintained a customer mailing listed for direct mail of new product announcements.
- Participate in industry trade meetings to stay current with market trends and changes.
- Created and maintained a library of competitive literature and pricing information to provide competitive quotations while maintaining or exceeding the products profit margin targets.

- Organized the annual sales meeting to present new products and sales/marketing strategies to the assigned manufacturer's representatives. This included the logistics of travel, hotel, meals, engineering and management presentations.

[Email us and note the JS number](#)

JS 95 Electrical Engineer – Circuit Design, Signal Processing, Programming, Embedded Systems

I am a recent engineering graduate seeking an entry-level electronics, technical position in CT. I would enjoy being considered for an entry level electrical engineer, research assistant, technical writer, or an engineering technician.

Sample of recent Co-op experience

- Converted 15 years of product drawings and models to a new Solidworks-based database in order to phase-out their old system
- Wrote software level training instructions for the new database in order to train overseas engineers to use the new database

[Email us and note the JS number](#)

JS 93 Project Manager/Administrator

Seeking a senior management position with a relatively small, start-up company in Connecticut's hi-tech industry—one with potential for growth but also with good “chemistry” between the founders and me. For such an exciting opportunity I would be willing to share their risk. I could step in and help grow the business now (by handling the non-technical, non-engineering aspects) while deferring some compensation for future, more prosperous days. I have years of experience managing construction projects and also research offices at Yale.

Sample of Experience

Senior Administrative Assistant

- Provided support for research laboratories of three professors
- Managed office
- Prepared non-scientific portions of research grants, budgets and CVs.
- Extensive creation of spreadsheets, forms and databases.
- Served as informal “help desk” for computer users.
- Arranged & managed schedules of visiting scientists.
- Supported several journals

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JS 88. Project Manager

Strong project management and communication skills working with customers, IT, internal staff, 3rd party vendors.

Samples of Strengths

- Involvement in all stages of the systems development lifecycle.
- Project management and business analysis experience with internal and external teams.
- Relationship management between investors, executives, vendors, contractors, and employees.
- Human resources planning and execution.
- Logistical planning and execution related to asset security and workflow
- New media, ecommerce, and web 2.0 familiarity.
- Regulatory affairs (FDA, HIPAA) assistance, planning, and documentation.
- Biomedical background in radiology, wireless telemetry, and central station monitoring systems- specifically neonatal cardio respiratory monitors which incorporate active RFID, and internet clinical diagnostic applications for CT, MRI, and PET.

Sample Experience

- Secured FDA 510k clearance for 3D medical imaging clinical diagnostic software.
- Software verification and validation.
- Research and development for network architecture, storage, and security. (HIPAA)
- Advised on and oversaw version control and collaborative systems.
- Assisted in developing and marketing of business plan which generated \$1.1 million in capital.
[Email us and note the JS number](#)

JS 89. Results Oriented Applications/Development Chemical Engineer

Expertise in **Adhesives, Urethane Applications, and Chemical Process Development**. Trained **Six Sigma** Black Belt. Known for being part of and leading successful teams, strong customer relationships, putting new ideas into practice, and following up to insure satisfaction and success. Core experiences include:

- | | | | |
|---------------------------------|-----------------------------|------------------------------|----------------------------|
| • Applications Development | • Product Development | • Process Development | • Applied Research |
| • Polymer Chemistry/Formulation | • Production Implementation | • Production Troubleshooting | • Process Reduction |
| • Project/Team Leadership | • Customer Collaboration | • Physical/Chemical Testing | • International Experience |

Applications Engineer responsible for answering technical assistance call line, technical leads, and technical support of sales representatives. Defined adhesive and process for customer applications through lab testing. Managed property testing of products.

Staff Applications Engineer. Project leader for development of new applications for urethane prepolymers. Thorough understanding of urethane cast elastomers chemistry, processing, formulation, testing, material properties, and application.

Sr. Group Leader/Group Leader/Engineer. Responsible for Process Development from lab to pilot to production scale for continuous and batch chemical processes. Management of technical professionals toward accomplishments of individual/team goals including cost reductions, productivity improvements, waste minimization, new process introduction, quality improvements, and resolutions of production issues. Received three company technical awards for my accomplishments.

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JS 90. Advanced Manufacturing Engineer

Expertise is working within a new product development group as an Advanced Manufacturing Engineer (Mechanical). Responsible to move a conceptual model into production while writing and controlling tooling budgets and selecting manufacturing methods that will achieve target production costs and quality objectives. There is a heavy concentration working with the supply base to achieve these goals. Although this would be my primary interest, I am also interested in vendor liaison or customer liaison work in a sales engineer position as well.

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JS 91. Business Developer

Summary of Qualifications:

18 years in project development including conceptual phase through initial production runs. Products are licensed and distributed worldwide.

Focus:

Managed wireless and medical product development. Licensing and hardware design of new products that effectively use my experience in Wireless RF, RFID, Embedded Systems, Software, Mixed Signal ASIC and Mechanical Design.

Sample of Accomplishments:

HDTV project - Assumed management of medical project (Wireless Trocar) that had gone nowhere in 6 months - In twelve weeks two systems were provided which exceeded the original design specification. The system was independently evaluated by Kodak engineering and declared an "optimal design".

NIH GRANTS – Discovered and verified a new clinical method of acquiring heart rate wirelessly in New Borns (Neonates). Awarded US Government Phase I and Phase II NIH Grants. (in progress)- Clinical Sites (ongoing) : Yale New Haven Children’s Hospital, Washington Children’s Medical Center.

Natures Cradle – This is a sound and motion mechanism that moves an infant as in the womb. Precision micro-stepper motor controllers and rigorous mechanical analysis insured a 6 million cycle life. The project was completed in 7 months. The previous effort cost 8 million over 4 years with 3 of 7 units failing in the field. Armed with the new design the company secured a contract with Seiko Instruments of Japan.

Regulatory and Testing - 3 FDA 510K approvals, directed 8 clinical investigations, designed and tested to FCC, UL, and CSA standards.

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JS 92. Electronic Engineer

Objective: Obtain in a promising career in electronic engineering

Qualifications:

Experienced undergraduate Electronic Engineering with 2 years of experience as an electronic engineer with Design and Implementation. Focused, dedicated, and highly motivated professional offering solid contributions and a diverse systems background. Exceptional dedication to grow with cutting-edge technologies and is seeking to achieve beyond expectations.

Course Emphasis & Software:

Analog/Digital Signal Processing
C and C++ Programming
Project management

DC/AC Circuit Analysis
Embedded Microprocessor Systems
MatLab

Digital Systems
Control Systems
Assembly Language

Sample of Experience:

- Ultrasonic Technicians
- Repair boards to component level
- Assemble custom systems
- Assist engineers with R&D in DSP and FPGA
- Full documentation control
- Ordering parts as needed

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JS 94. Sales and Marketing Professional

Results-oriented Sales and Marketing Professional with domestic and international experience in direct selling as well as building, managing and motivating sales departments, manufacturing representatives, and distributors.

Sample of Experience

Account Manager

- Single point of contact for all commercial items and inquires for a worldwide major OEM (\$20MM/yr) and other European Accounts.
- Secured life of type LTA for supply of Fan Blades for a new flight engine including all spares and derivatives. (~\$8MM/yr for 20 to 30 Years)
- Initiated sales to marine turbine engine applications culminating in the first marine LTA for disks from the OEM covering 5 years for 11 part numbers.
- Increased OEM customer portfolio with TECT by capturing work at their Germany, Spain and Ohio facilities.

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JS 85. Electronics Design Engineer

To obtain a position where my experience in Design and Test Engineering will be utilized. Specific areas of interest include Electronics and Power Electronics circuits, Electromagnetic products, and motor drive systems.

Example of Experience as a Design Engineer

- Responsible for the design, development, simulation and testing of electromagnetic products such as transformers, inductors, magnetic amplifiers, electromagnetic transducers, solenoids
- Discusses design requirements and product specifications with customers and with suppliers
- Develops bills of material, detailed work instructions and manufacturing procedures, test and QC procedures
- Designs test fixtures for use during product development and product acceptance testing; programs, configures, and troubleshoots automated test equipment
- Creates drawing packages, develops mechanical and electrical drawings (2D & 3D) using AutoCAD 2002, Autodesk Inventor 5.3, and Vellum 3.2
- Analyses product failure and drive issue resolutions

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JS 70. General Manager/Principal Engineer

Summary: *Self starting Principal Electrical Engineer, with strong physics background, who has participated as a principal in start-ups as well as corporate business development, planning, customer relations, employee relations, trade shows, analytics, and management. Can wear many hats.*

Example of Experience as Principal Development Engineer:

One of the original members of a start-up company tasked with developing a new class of pressure and flow meters for oil and gas production based on fiber-optics. Made key contributions in the areas of sensor design, down-hole fiber optic cable development and manufacturing processes development. When our company launched a suite of products into the telecommunications market, I conceived and implemented unique high precision hardware and actuation mechanisms for Optical Channel Tuners. Design resulted one million dollars in sales in its first year. Made key contributions to the development of a flow monitoring system based on algorithms developed for the oil and gas product line. Principal Engineer in the development of a high temperature version of the SONARtrac™ meter. Developed design that will save one customer hundreds of thousands of dollars in meter replacement costs and eliminate a serious health and safety problem. Executed numerous field installs. Proven effectiveness in defining customer needs, developing solutions and delivering to the customer a successful product. Extensive use of Excel, Matlab, Project Planning software.

[Email us and note the JS number](#)

JS 81. Mechanical Design Engineer

I'm looking for a "green" job, or a way to use my engineering skills to help the environment and conservation of our natural resources. I feel that a green engineering job would be the perfect fit for me because of my desire to help the environment in any way that I can. After almost five years at my current position I have been involved with every stage of design from production support and field maintenance to preliminary and detailed design of new engine programs. I strongly feel that environmental conservation should be where I devote my work.

Examples of Experience:

Development

- Responsible for design, analysis, and design integration of new hardware for advanced military development programs
- Developed new manufacturing and attachment methods for a Ceramic Matrix Composite advanced technology demonstration
- Designed and ran multiple rig tests to validate new hardware before engine test
- Coordination of interface control documents between module centers.

Manufacturing

- Developed and validated repairs to reduce manufacturing scrap.
- Revised manufacturing prints and practices to reduce cost or lead time, enhance thrust or signature performance, or improve manufacturability or shop safety.
- Use of Geometric Dimensioning and Tolerancing to improve manufacturability (ASME Y14.5M)

Field Support

- Use of field data, wear methodology, and structural analysis to create serviceable and repairable limits for a wide range of hardware.
- Performed root cause analysis to determine cause of various wear and field events.
- Developed and validated repairs to reduce field overhauls, increase interchangeability, and extend the life of parts.
- Designed and validated new smoke system hardware for USAF Thunderbirds.

[Email us and note the JS number](#)

JS 82. Mechanical Engineer/Project Manager

Career Summary

A hands-on Mechanical Engineering professional with a background in Project Management, Manufacturing Engineering and Technical Sales. Skilled at developing action plans and resource requirements to meet company goals, reducing manufacturing costs, and improving production efficiency. A project leader who can bring products and processes from concept and development to full production in a cell or integrated assembly line. My background includes Automation System Design, Specification Writing, Cost Analysis and Budgeting, Process Development, Equipment Justification and Procurement, Production Start-up, and Quality Improvement.

Skills and Abilities:

- Proficient with MS Word, Excel, Project, PowerPoint
- Proficient with SolidEdge 3D Design Software
- Supervise Engineering Resources and Skilled Trades
- Facilitate Cross Functional Teams
- Establish Budgets and Reports
- Evaluate Product Designs for DFM / DFA
- Apply LEAN Manufacturing Principles
- Analytical Problem Solver using FMEA, DOE
- Implement Profitable Automation Solutions
- Perform Process Validations
- Implement Continuous Improvement Programs
- Train Technical and Operations Personnel
- Write ISO-9000 Documentation
- Write Sales Quotations and Close Orders
- Customer Communication for Sales & Project Management

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JS 83. Mechanical Engineer

Mechanical Engineer with in-house and field service responsibilities. Involved in jet engine development and test and provided 24 hour a day, year round technical assistance to large company engine customers. International field service assignments included Israel, Belgium, France, Canada, and Germany with responsibility for PT6A and PT6T twinpac, for Pratt & Whitney Canada, and Pratt & Whitney JT8D, JT9D, PW2000 and PW4000 engine models in operational and overhaul shop environments. Program management team customer advocate providing customer service management for JT8D airline customers with additional responsibilities for major customer communications and technical conferences. Fluent in French and Hebrew. Dual passport holder: USA and France.

[Email us and note the JS number](#)

[JS 79. Product Marketing/Business Development and Sales](#)

Experienced marketing, sales and business development professional with outstanding credentials in telecom systems, LAN/WAN/IT equipment, network services and semiconductors. Results oriented initiator with strong technical, account management and business skills. Extensive domestic and international portfolio of experience in customer / product management, strategic planning, new product introductions and sales channel management. Past success attaining revenue and design win objectives while selling into large geographic territory. Product Marketing Management of system and component hardware and software solutions for VOIP, optical transport, carrier Ethernet and wire line and wireless back haul applications. Skilled at presenting to C-level executives and R&D technical audiences. Experience developing and growing long term customer partnerships, and leading global product initiatives.

[Email us and note the JS number](#)

[JS 78. Electrical Engineer](#)

Electrical Engineer with extensive experience working in a lab environment, creating test platforms and testing prototype products, verifying conformance to product requirements. Recognized as a team player and able to work, with little or no supervision, to accomplish goals in the time required. Experienced with embedded systems, and digital and analog design, including FPGAs and CPLDs, in the Telecom and Automotive industries.

Experience

A developer of VLSI semiconductor devices for Telecommunications and Data networks for the North American, European, and Asian markets.

- Serve as customer contact and problem solver during the evaluation, design, and verification phases, assisting in bringing customer products to production.
- Accountable for reviewing and updating product documentation to meet customer needs.
- Developed test requirements and procedures for new VLSI products, using device functional requirements and design documentation.
- Designed support circuits and ORCAD-based schematics for high-density, multi-layer PCB platforms, used for testing microprocessor-based, high-speed digital logic.
- Performed certification of devices, using Python and TCL high-level scripting languages, and work with the VLSI design and software team to verify that the device operation meets requirements.
- Verified conformance of analog circuits to industry standards for clock jitter frequency tolerance and attenuation, testing over voltage and temperature extremes.
- Documented test results, and reviewed results with the project team members, conforming to ISO 9001 procedures.

Tools:

- FPGA/CPLD design Xilinx and Lattice
- Xilinx synthesis, place and route tools, simulation
- OrCad/Cadence schematic capture and PADS PCB tools
- MathCad, and Labview applications
- VHDL, Tcl, VBScript, ABEL, and MACHXL
- Proficient in high-speed digital circuit board design and physical layout
- SPICE-based simulation (PSPICE, Multisim, TINA)

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JS 80. Analytical Chemist, QC Chemist, Formulation Chemist, Scientist

As a chemist and product developer, my experience involves a broad range of projects. These include: HPLC, GC and physical testing of pharmaceuticals and Medical Devices, USP sterility testing, microbial identification and environmental monitoring, the improvement of manufacturing processes using lean manufacturing and statistical process control, the development and improvement of standard operating procedures (SOP's) and test procedures, the development and testing of inkjet ink formulations, and the design and development of new product hardware. Additionally, throughout my career, I have been involved with all aspects hazard waste and hazard communication management training and compliance.

These activities have allowed me to approach new challenges analytically, understand the needs or the customer, both internal and external, translate these needs into requirements, gather the necessary data, and present the findings. Having worked with individuals possessing various scientific backgrounds, has honed my ability to communicate with team members, managers, suppliers and customers.

Examples of Accomplishments:

Product Development:

- Formulated numerous inkjet inks and specialty fluids, at times doubling sales in a market segment
- Designed multiple test probes and hardware for semiconductor testing
- Discovered design improvements for new medical devices, increasing strength retention by 15%

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JS 63. President, General Manager, Vice President

President and General Manager with proven expertise in business development, sales, and full P&L management gained in engineering-driven manufacturing companies. Results-oriented leader with broad business, engineering, and product development skills. An excellent communicator with a solid track record of growth and profitability improvement. Experience with Lean Enterprise, Kaizen, Six-Sigma, 5S, JIT, and TPM methods. Strengths include strategic planning, budgeting, and organizational development with a strong customer focus. Education: MBA and Mechanical Engineering degrees.

Examples of Accomplishments:

Appointed to accelerate the design and release of new products to market.

- Sales from product launches of two recent patents will exceed \$1 million in 2009
- Secured new customers and broadened the product line by developing and releasing new products

President

Total P&L responsibility for this division of a large corporation with full oversight of strategic planning, budgeting, capital expenditure, sales, marketing, and human resources. Increased divisional sales by 300% and profits by 600%

- Positioned company as a market innovator and leader in the security devices, safety valves, and fabricated assemblies product lines
- Achieved consistent top 10% ranking among divisions in Return-On-Sales, On-Time Delivery, and Quality Performance
- Inventor of eight U.S. Patents
- Designed and introduced new products to grow all four product lines by \$5 million
- Drove constant improvement utilizing a Business System based on lean principals, planning, process improvement, and performance.

- Secured multiple new accounts exceeding \$1 million each through focused engineering and sales projects
- Negotiated product licenses, patent applications, sales contracts, insurance, and legal issues to expand business opportunities while reducing risk and outside expenses
- Developed direct sales teams and manufacturers representative agencies to service utilities, distributors, and wholesalers in support of the three-fold growth across four diverse markets
[Email us and note the JS number](#)

JS 65. Engineer and Project Manager

Professional Summary:

Highly accomplished team leader in supplier quality management and supplier development. Developed and delivered training materials to supply base and internal teams for parts tracking through IUID (Item Unique Identification) methods.

Project Management

- Led Kaizen event in order to increase the efficiency of 4 state of the art labs by 33% (Welding, Rapid Prototype, Sensors Data/Acquisition, and 2-D IUID Part Marking).
- Conducted Value Stream Mapping to document and formalize workflow changes in above labs.
- Team leader for 2-D IUID Part Marking Group, trained and organized personnel.
- Standardized layout for more efficient and modern office and shop floor spaces, to increase productivity and employee morale.
- Officially awarded by management for successes in the ACE (6 Sigma) team, which spearheaded the Site Gold effort to benchmark work cells based on:
 - standardization of operating procedures
 - safety measures
 - on time delivery
 - contribution margins
 - customer satisfaction levels

Implemented ACE process and procedures across functional cells to reduce scrap, rework and repair in TMC (Turbine Module Center) and CANMC (Combustors, Augmentors, Nozzles, Module Center), resulting in a 27% increase in productivity (\$2M+ projected).

- Represented 2-D IUID Part Marking group to executive management and reported ACE process and procedure progress within Core Manufacturing Engineering group.

Email us and note the JS number

JS 66. Quality, Product Safety, and Project Manager

Summary

A seasoned Quality Assurance manager, product safety expert, and project manager in electrical and electromechanical product industries. Ensure products are designed, manufactured and brought to market in accordance with established requirements. Excel in developing worldwide suppliers to deliver exceptional product quality. Specialize in advancing product safety standards by proactive involvement as an officer and active member of international standards and code development associations. Utilize education in electrical engineering and business management to be an effective manager of programs, projects and technical professionals.

Core Competencies:

Leadership • ISO 9001 Lead Auditor • Standards Development • Communication • Process Improvement (Kaizen) • Compliance • Negotiating Skills • Implementation

Examples of Experience:

Manager, Codes & Standards: Responsible for representing company interests in standards development groups and industry organizations. Ensured company-wide awareness of pending changes in requirements while advancing safety standards and installation codes to keep pace with product enhancements. Earned leadership positions on key industry committees.

Manager, Specialty Systems and Product Compliance: Managed specialty systems projects consisting of contract review, pricing, quoting, project plans, quality plans, customer visits, customer design reviews, and ensured the necessary documentation and resources were in place to produce highly profitable specialized systems. Interfaced with several offshore suppliers to maintain uninterrupted production, exceptional quality and successful new product and product change implementation.

Manager, Evaluation and Analysis: Established critical-to-quality characteristics and performance requirements for electronic assemblies, cable assemblies, machined parts, machined assemblies, and motor/gearbox units for offshore sourcing. Responsible for product development testing and product safety certifications. Continued involved in supplier selection, auditing and training to ensure quality from domestic and international suppliers.

Manager, Quality Assurance: Management representative and lead auditor for ISO 9001 registered quality management system. Selected and continually developed suppliers to achieve significant cost savings. Ensured effective quality systems were embedded in every supplier's culture.

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JS 67. Business Unit Leader

An accomplished manager with superior leadership skills, seeking to augment an executive team in communicating its innovative and timely new ideas and solutions in a rapidly changing healthcare and risk management environment to the community at large. I bring experience in the key areas of business management and administration, strategic rethinking, consensus building, entrepreneurship and personal skills.

Experience:

- Promote and distribute innovative tools in online monitoring in healthcare and remote managed services for small business.
- Partnered with Software company in Glastonbury to act as project manager for an executive boardroom dashboard product for the Hartford Hospital, an 800+ bed healthcare organization.
- Successful collaborator with MD's, RN's and other medical professionals.

[Email us and note the JS number](#)

JS 68. Technical Sales, Software Sales Engineer, Field Application Engineer, Technical Marketing, Technical Account Manager

Summary:

Senior Sales Application Engineer known for successfully selling and supporting software solutions at leading companies in the semiconductor industry. Interacts professionally with customers using a rich set of Engineering, Sales and Marketing skills obtained while working for three industry leaders. Extensive experience working with customers to analyze complex problems and recommend appropriate software solutions.

Background includes: Technical Software Sales; Technical and Product Marketing Management; Consulting Services; CAD Management; Unix System Administration; Analog and Digital Integrated Circuit Design; Customer Training; Customer Support; and Software Programming.

Solid working knowledge of Analog IC design; successful IC flows and methodologies; mask layout editing; physical verification; Linux/Unix/Windows/VMware; Microsoft Office (Word, PowerPoint, Excel, Outlook); Cadence Virtuoso/DFM tool suites.

Specialties include: Strategic/tactical planning, understanding customer needs, executing targeted Sales campaigns, and organizing demand creation events. Semiconductor design specialties: DRC / LVS physical verification, parasitic extraction, schematic capture, layout editing, netlisting, IC design methodology assessment/refinement

Example of Experience – Sr. Technical Sales Leader

- Physical Verification subject matter expert supporting four Sales Executive Account Managers and three Account Managers of Technology in developing winning sales strategies
- Responsible for servicing 55+ accounts over a large geography: New England, Mid-Atlantic, and Mid- West
- Organized and led key sales campaigns for DFM products: Physical Verification (DRC, LVS), Parasitic Extraction (RCX/QRC) and Circuit Analysis (EM/IR-Drop/Spice) resulting in competitive replacement wins
- Provided onsite product support solving complex customer problems, and performed methodology assessments resulting in reduced IC design cycle times and increased revenue/license usage
- Arranged and delivered regional technology seminars that included Marketing presentations and hands on workshops demonstrating complete front-to-back solutions for analog IC design
- Developed detailed training plans and mentored junior application engineers on technical and soft skills

[Email us and note the JS number](#)

JS 71. Engineering Manager, Program Manager, Project Manager

Summary

I am an engineering manager (BSME, MBA) with 22 years of experience at both FuelCell Energy and Northrop Grumman. I also have extensive functional management, strategic planning and project management experience. I would like to lead a multi-disciplinary, cross functional team in pursuit of product development goals. This would allow me to utilize my strong project management and team-building skills, as well as my Cornell MBA. I see myself in a senior engineering management role, directing critical program activity, actively engaged in strategic planning and making key contributions to a strong growth-oriented company.

Examples of Accomplishments:

Manager, Mechanical Systems Integration and Analytical Engineering

Managed one third of company's engineering staff (18 Engineers), consisting of three groups: Systems Integration, Power Plant Design and Analysis. Provided technical and project management direction. Coordinated resource planning. Significant experience in an integrated product team environment.

- Developed strategy, as part of the company's engineering leadership team, which included generating budgets (capital and expense), schedules, and labor estimates.
- Achieved critical engineering milestones under significant schedule and budget pressure. Successfully met customer requirements and corporate financial objectives.
- Led cross-functional meetings that facilitated communication and optimized engineering workflow.
- Reduced product costs by over 20% within a year (a key corporate milestone).
- Actively engaged in engineering process development. Oversaw creation of 11 standard works.

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JS 72. Senior Level Manager

Summary

A senior level manager with experience in procurement, operations, equipment and facilities utilization, and business planning. Demonstrated strengths include professional negotiating skills, team building, project management, creative problem solving, analysis, and Strategic development and implementation.

Senior Director of North American Suppliers & Operations Support

Authority for key raw material procurement, with purchasing responsibility for the corporation in the 57 plants in the U.S. and Canada. Managed a team of six senior professionals in all aspects of raw materials management, supply chain, and procurement. Major interaction with the sales group in the business units, to assist in increasing the amount of company controlled raw materials, as well as customer education on the industry and market. Prior experience in manufacturing and general management roles of increasing authority at various nationwide companies, up to and including the position of Plant Manager. Led teams of up to 8 managers, with a total of 225 reports.

Examples of Experience:

- Directed raw materials purchasing responsibility for the regional business unit plants, totaling \$1.275 billion. Per year.
- Project Manager for a \$2.75 million acquisition of a state-of-the-art major equipment project, including equipment evaluation and selection, negotiation, and coordination of air pollution permitting.
- Negotiated and managed volume incentive agreements with major suppliers, increasing revenue by \$1.2 million annually
- Successfully negotiated raw material sales totaling \$2.5 million in 2008, to reconfirm existing customers.
- Negotiated agreements with suppliers to achieve new material sales of \$1.2 million for eight new major accounts in 2008.
- Achieved improved EBIT on existing accounts of \$900,000 in 2008.
- Initiated negotiations with vendors to gain \$967,000 annually, by increasing payment terms by 7 days.
- Successfully secured training for out of specification raw materials claims investigation and filing for 334 employees in the US & Canada, at no cost to the corporation.

[Email us and note the JS number](#)

[JS 73. Marketing Professional – Director of Marketing](#)

I am a seasoned marketing professional with specific focus on developing and running close-loop demand generation programs that consistently produce results. Here is what I bring to the table:

- Build a demand generation program and process
- Create and deploy effective inbound marketing campaigns through content rich campaigns that bring in results
- Optimize customer database and CRM to be in line with marketing outreach efforts
- Build a demand generation system that nurtures relationships and generates a constant stream of new business opportunities

Examples of Experience:

New business development expert charged with driving marketing program that includes affiliate relationships, social media, agency blog, newsletter, SEO, link building, email marketing and strategic public relations. Direct segmentation/targeted content marketing efforts for the Agency resulted in unprecedented number of quality leads in within the first twelve weeks.

- Crafted and executed a multi-dimensional content marketing program that delivered qualified leads over past 9 months and generated 9 solid new business leads in an industry declining growth period.
- Developed content for the organization's inbound marketing campaign utilizing agency blog with keywords, newsletter, email, webinars, white papers, Facebook fan page, LinkedIn discussions and other online social media outlets.
- Launched company newsletter that quickly gained over 3500 monthly followers and on average 40-50 new opt-in's each month. The company blog was picked up by industry opinion leaders. Higher visibility resulted in unprecedented number of pitch invitations by agency search consultants.
- Identified 400 qualified leads in eight key industry sectors.
- Lead New Business Pitch Team for 12 new business pitches.
- Oversaw and organized "Brand Party" sessions to demonstrate agency capabilities in strategic planning and affluent consumer insight cultivation. The program served as the foundation of new business lead generation program.
- Directed the development and implementation of agency products offering strategy resulting in consistent product presentations across all agency disciplines.

[Email us and note the JS number](#)

[JS 74. Senior Software Engineer • Senior Architect • Project Manager • RFID System Designer](#)

Summary

Talented and accomplished Senior Software Engineer & Architect with proven record of designing and implementing systems to support business development and corporate growth. Special expertise with embedded and real time systems, RFID systems, and embedded software and firmware. Adept at leading complete development and project life cycles (SDLCs, PMLCs). Excellent technology skills.

Software Engineering • Software Architecting • Software Design • RFID Design • Embedded Systems
Real Time Systems • Embedded Software/Firmware • SDLC Management • Protocol Development
Project/Program Management • DO-178B • High-Performance Systems • Solution Development
Device Drivers • Debugging • Staff Development / Training • Team Leadership • Problem Solving
High-Reliability Systems • Network Protocols • Technical Writing • Internet & Network Security

Examples of Experience:

CTO / System Architect / Designer / RFID Consultant

Recruited to re-energize small RFID software company by improving existing products and implementing new technologies to increase product development capabilities. Oversaw complete turnaround process and

VC takeover. Recruited and supervised four development engineers. Shifted focus to innovation and quality, and incorporated embedded development point of view. Led development of new software products, including device and back-end system neutrality with front end connectors for readers and sensors, and back-end connectors for RFID standard ALE and non-standard for various applications and development tools. Conduct Java analyses and identify deficiencies. Perform coding.

- Improved development capabilities and efficiency by implementing open-source frameworks, new development and test procedures, and standardized SDLC program.
- Established profitable partnerships with major RFID equipment and tag manufacturers.
- Actively involved in marketing, rollout planning, tradeshow involvement, promotions, customer relations, business development, and supply chain support.
- Enhanced efficiency by writing and managing product and system documentation.
- Increased productivity by implementing tests / test plans, including automated testing and backup.
- Controlled costs by evaluating and selecting 3rd party licensing, development, and design systems, as well as RFID products, tags, and systems.
- Upgraded project management capabilities by introducing MS Project and OpenProject.

[Email us and note the JS number](#)

JS 75. Director- Manufacturing/Facilities Engineering

Offering over 25 years of solid experience in managing manufacturing, engineering and facilities departments.

Areas of Expertise

-Tool & Die Design & Sourcing	- Vacuum Systems, HVAC	- OSHA, CTDEP, DEQE, EPA
-Aluminum/Zinc Die Casting	- Machine/Automation Design	- GMP, ISO 9001
- Plastic Injection Molding	- Facility Expansion/Modification	- PLC & CNC
- Electronic-A. Ins., SMT, T-Film	- Dust Control Equipment	- Fork Truck Maintenance
- Machining, Punch Press	- Continuous Improvement	- MEP Project Management
- Electro-Mechanical Assembly	- Lean, Six Sigma, ISO	- Project Management, CAD
- Hydraulics, Pneumatics	- JIT, MRP, MAPICS, CRP	- Electrical Maintenance
- Compressed Air, Dust Control	- Raw Materials Specs./Sourcing	- Plumbing, Carpentry, Masonry
-High Voltage Coil Winding	(Steel, Alum., Paper, Glues,	-Facilities(Inside/Outside)
-Epoxy Encapsulation/Auto.	Inks, Plastics, Wood, Etc.)	-Printing Press Design/Oper.

Examples of Experience

Director - Mechanical Engineering

- Directed New Production process, tool design/sourcing, maintenance, CI and Lean, mechanical engineering/CAD design, electrical engineering and electricians, mechanics, machinists, welders, plumbers, carpenters and masons supporting Grinding Wheel production and facilities.
- Designed and managed four major building expansions from 150,000sq.ft. to 400,000sq. ft.

- Sustained oil usage while doubling of the facility size.
- Designed new pick and pack ship system for the local and facility in Salt Lake City, Utah.
- Re-engineered product ovens to increase capacity of ovens by 50%.
- Negotiated with CL&P to convert to florescent lighting, saving \$30,000/yr.
- Doubled grinding wheel production with semi-automated presses.
- Specified automated presses (reduced DL-24%, ISL-30%, scrap-10%) maintaining Six Sigma.
- Improved the reliability of 100% vision inspection systems, reducing indirect labor cost by 30% and scrap by 10%.

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JS 76. Certified IT Project Manager

Summary

Certified Information Technology Project Manager with extensive proven track record providing profitable solutions by integrating leadership, business acumen, and technical skills. Demonstrated competency in managing large, complex projects, and leading diverse project teams to meet scope, time, and cost parameters.

- Over 20 years IT experience in banking, automotive, retail (merchandise planning) and health care industries.
- Knowledge and experience in developing Database Management Systems (DBMS) using DB2, Oracle, Oracle Financials, Informix, Sybase, System W and Essbase.
- Thorough understanding of OLAP/ROLAP, RDBMS and Data Warehousing technologies and System Development Life Cycles.
- PMI certified and IBM certified Project Manager

Project Domain: Business Function Analysis, Application Architecture and Design, Database Design, Systems Integration, Financial Planning and Analysis, Project Management, Business Process Analysis, Benchmarking, Use Case and Test Case Documentation, User Documentation and Training, Systems and Integration Testing (SIT), User Acceptance Testing (UAT).

Applications: Rational Portfolio Manager (RPM), MS Project, Niku Project Workbench, ABT Project Workbench, MS Excel, PowerPoint, MS Access, Visio, Horizon Budgeting and Planning, Arthur Merchandise Planning/Allocation/Sales tracking.

[Email us and note the JS number](#)

JS 77. Design Engineer

Summary

Highly motivated engineer experienced in testing, manufacturing and developing, commercial and industrial crystal oscillators, in electrical power generation and electrical power distribution systems for an utility company using kinetic energy of falling water and diesel engine generator to produce electricity. Also experienced in the development of ground fault circuit interrupter products (GFCI). Experience collaborating effectively with other engineering disciplines.

Examples of Experience

Design Engineer

- Worked in the development, cost reductions, agency approvals and manufacturing Hubbell's complete line of ground fault circuit interrupter (GFCI) products
- Developed proof-of-concepts through production as they relate to GFCI products, new product/project assessments, patents and patent reviews, research and development
- Designed and developed the manufacturing test fixture(s) and test software for self-test GFCI

product
[Email us and note the JS number](#)

JS 61 Project Manager/Business Analyst

Multi-disciplined technology and business professional, combining a unique blend of Information Technology and Business Analysis experience. More than 25 years of experience in health care and manufacturing organizations. Demonstrated excellence in teambuilding, change implementation and process improvements.

Project Management: Requirements Documentation, Planning, Integration & Change Management.

Examples of Accomplishments:

Actuarial Analyst

Focus Areas: Rate Implementation, Mandatory Certifications, Department of Insurance Rate Filings

- Responsible for final sign off of customer pricing including communication, testing and implementation for both National and Small Business Accounts.
- Lean Accounting: Created a new tool to eliminate repetitive data entry. This innovation increased productivity, customer satisfaction and reduced errors.
- Developed regional product pricing that improved company profitability and met compliance regulations for the Departments of Insurance.

Rating Consultant

- Maintained company-wide dynamic rate quoting tool
- Provided excellent service to internal customers such as underwriters, agents/brokers, actuarial and sales people solving a wide range of issues.
- Received several spot performance awards.

Business Analyst Consultant

Managed two external vendors: Channel Point (software) and Anderson Consulting to develop a breakthrough internet quoting tool.

- Developed first online quoting system for United Healthcare. This involved traveling five days a week with senior Channel Point personnel gathering business requirements from sales managers in key markets.
- Managed regression testing and work flow processes with both external consultants (above).
- Managed “train the trainers” process for implementation throughout the United States.

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JS 60 Director of Engineering/Sales Engineering

Objective: An opportunity to apply my years of engineering, sales, and customer experiences in a challenging, growing engineering position.

Summary: Highly organized team player with 27 years experience managing engineering, manufacturing, product development, and test projects and/or teams. Extensive computer skill sets and willing to travel. Working knowledge and use of CAD based software SOLIDWORKS 2008, AutoCAD Mechanical Desktop 2008 and CADKEY 98.

Example of Experience:

- Contributed significantly to the profitable sales growth of our company in three product line categories, including extensive interaction with all levels of the customers’ management, technical, purchasing, and quality assurance staff and travel nationally for direct sales of these product lines

- Hired and Set-up Manufacturers' Representatives (predominately west coast, mid-west, and southeast) and internationally (Mexico). West Coast on board since 1999, others areas national and internationally on board mid-2005 to present
- Managed and have grown sales nationally for 2.8M in sales, directly responsible for achieving sales growth of 1.6M conservatively, Support to West Coast Manufacturer Representative his sales 700K

Engineering and Technology Manager

- Performed all facets of engineering concerning product development, testing, and regulatory agency recognition for current and future products. Extensive travel to the customer sites presenting customers' technical and sales solutions for our products and services.

[Email us and note the JS number](#)

JS 59 Engineering Manager/Director

Summary: Engineering Professional with broad "hands-on" design experience in electronic hardware/software development and skilled in managing the process from marketing concepts to reliable products. Expertise in all phases of product R&D and the interaction between circuits, systems and mechanisms. A solid reputation for innovative problem solving. Successful record of creative design, leading a multi-disciplined development team, and mentoring technical staff. I know how to make things work – from smoke alarms to robotic systems.

Recent Project: Led the team that developed a new, industry-leading, high-sensitivity (APD-based) measurement board delivering the sub-nanometer measurement accuracy and high-reliability required for semiconductor litho-tools.

Design Experience

Analog:

- Low level analog design
- Sensor interfaces
- PIN/APD photo detectors
- ADC data acquisition
- Linear and switch-mode power supplies
- Motor controllers and drivers

Digital:

- CPLD & FPGA Programmable Logic (VHDL)
- Micro-Controllers – embedded systems programming
- Memory devices: DRAM, SRAM, Flash, EEPROM
- Image Acquisition
- Video processing

CAE Tools: Orcad, pSpice, Xilinx ISE/EDK, ModelSim, Chronology

General:

- EMC compliance
- CE certification
- Design Analysis: Timing, Signal Integrity, Worst Case Stress, FMEA

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JS 58 Design Engineer and Project Manager

Summary: An experienced design engineer and project manager with over 30 years experience in engineering design and construction, has a Master's degree in engineering from the Massachusetts Institute of Technology and is currently enrolled in a graduate course in advanced structural analysis. Prolific with AutoCAD, Mathcad, scheduling programs, finite element computer analysis programs, spreadsheets, project document control programs, and word processing programs.

PROFESSIONAL EXPERIENCE

Senior Design Engineer

Performed severe wind (160 MPH) calculations and structural retrofit design of five New York City buildings for Con Edison's hurricane refuge centers. Performed concrete retaining wall designs, rainfall runoff calculations, and modification designs for storm water systems at a Con Edison transmission facility.

[Email us and note the JS number](#)

JS 57 Lead Software Architect/Senior Developer

Seeking a lead, architect, or senior development position in Information Technology leveraging 15 years of IT and multi-disciplinary team management experience to help implement the goals of a dynamic and growing organization

Summary: Innovative thinker with a passion for technology, direct knowledge and experience in all facets of an information technology organization and proven ability to manage multiple large projects, build functional teams, and execute process improvement. Work well under time constraints; excellent presentation skills; comfortable communicating with C-level management. A published technical author.

Technical:

- Architectures including Client Server, Distributed, and Service Oriented (SOA)
- Programming languages including C#, VB.NET, HTML, JavaScript, etc.
- Development tools including Visual Studio, Team Foundation Server, VSS
- Data technologies including SQL, XML, XSLT, XML Schemas
- Reporting tools including SQL Server Reporting Services, Crystal Reports, ActiveReports
- Integration tools including SSIS, DTS, and BizTalk
- Collaboration environments including SharePoint server
- Programming APIs including .Net, WPF, AJAX, ASP.Net, Windows Mobile, iPhone
- Platforms including Windows, MacOS, and Unix
- Windows server technologies including Active Directory, IIS, SQL Server, Exchange
- Network Topologies (Routers, Switches, Wireless, etc.)

Team:

- Director level functional team management of up to 32 people
- Vendor contract review and negotiations
- Project planning and implementation
- Broad knowledge of IT systems and technologies
- Ability to understand and create large systems architectures
- Experience organizing systems and data into simplified logical designs
- Strong technical writing and presentation skills

Process:

- Strong experience with workflow analysis and process improvement
- Proficient with project planning using Microsoft Project and some Project Server
- Proficient at business analysis including requirements, use cases, and screen design
- Experience with process modeling using Visio and some BPMN
- Proficient with technical modeling using UML
- Knowledge of both Waterfall and Agile (Scrum) development processes

- Tools:**
- Microsoft Office (Project, Visio, Word, Excel, Access, PowerPoint)
 - Adobe Acrobat, PhotoShop, Illustrator, InDesign, AfterEffects, Premiere, Flash
 - Alias PowerAnimator (precursor to Maya), 3D Studio Max

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JS 56 Supply Chain/Operations Professional

Summary: Analytical and detail oriented problem solver with more than twenty years of success in the manufacturing industry. Diversified management experience in all aspects of production control from customer service excellence through on-time and on-budget product delivery. Outstanding ability to partner with clients and peers to proactively identify potential issues and develop creative solutions to ensure all business responsibilities and commitments are met. Particular strength in communications and relationship-building, and managing staff, time, materials and budgets to positively impact the bottom line and maximize customer value.

Special Skills:

- Performance Management (Aubrey Daniels)
- Quality Circle Leader
- Microsoft Office
- SAP MRP Planning
- Mitek Scheduling
- J.I.T. Training/Lean Mfg.
- ISO Training
- Management Training
- International Experience with Vendors/Customers
- Overhaul & Repair (FAA) Cost Reduction
- Ace Process
- Customer Service/Sales experience
- Purchasing Experience (Cost Reduction)
- Strong negotiation and contract management skills

Example of Experience:

Business Unit Manager

Responsible for marketing, networking, and building strong customer relations to generate sales. Accountable for managing \$1 million of client business per month. Comprehensive duties include overseeing Requests for Quotes, following through on all proposals, reviewing client contracts, and supervising and coordinating all work order schedules within the Mitek System, to ensure on-time delivery within set budget. Work in an organized, cooperative, manner with all customers and employees.

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JS 55 Software Engineer

Summary: Motivated and adaptable software engineer with 5 years of experience in full lifecycle object-oriented design, documentation, implementation and testing. Experienced in developing both stand-alone applications and service-oriented systems in team environment. Frequently consulted as subject matter expert to develop solutions to problems using unexplored technologies. Effective task leader for team of 5 software engineers. Received Masters degree in Computer Science.

Computer Skills

Languages and Technologies: Java/J2EE, XML, WSDL, SOAP, REST, Servlets, EJB, JAX-WS, JAXB, Swing, BPEL, HTML/CSS/Javascript, Ant, JUnit, SoapUI, UML, PKI, JMS, C++, Basic mySQL, Log4j

Tools: JBuilder (Eclipse), Apache Tomcat, Weblogic, ActiveVOS, MS Visual Studio, eMbedded Visual C++ for CE, UCM/Clearcase, RequisitePro, gdb

Environments: Windows, Unix, Solaris, Macintosh

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JS 54 Chemical Engineer

Summary: Chemical Engineer with concentrated experience in process engineering, project management, technical and commercial evaluation of projects and technologies, solving process problems, cost reduction. Experienced in polymers, pharmaceuticals, agricultural chemicals, fertilizer, organic chemicals, mineral processing, process safety and interfacing with custom chemical manufacturers.

Examples of Accomplishments as Senior Process Engineer:

Field Coordinator for collection of data at ABS Plant with technology licensing partner. Assisted Shaw Canadian Engineering Office with detailed design work for a Front End Engineering Design (FEED) Package for one ABS plant in China and a second ABS plant for Saudi Arabia. Created Strategy documents for jump starting the formation of a Strategy Team for entry into the Polysilicon Plant design business. Developed conceptual process design for Department of Energy “Next Generation Nuclear Power” study for production of hydrogen by nuclear power. Team member for development of a detailed FEED package for a 66,000 barrel per day hydro-desulfurization refining unit for a South Korean client.

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JS 53 Senior Project Manager

Summary: A Senior Project Manager with demonstrated expertise in product development, process development, program planning and execution for the military aerospace/space market. Experienced in all aspects of project and program management methodologies, successful implementation and continuous improvement initiatives. Established track record for providing engineering and management solutions in turning around risk areas of businesses and programs. Championed organizational efficiency improvements by initiating multifunctional teams to integrate business and technical objectives. Developed a collaborative leadership style, which fosters career development through mentoring and coaching.

Examples of Experience

F18 Super Hornet/ Project Engineering/ Lead (2005-2009)

- Promoted to project engineering lead with responsibility as customer focal point for military models in service programs.
- Held bi-weekly customer program management reviews to ensure schedule, budgets and customer expectations were met.
- Held technical coordination meetings (twice per year) with Navy, Boeing and Northrop.
- Provided program status and engineering resolution plans to HS and Northrop executives.
- Successfully managed all projects to required profit margin.
- Developed engineering resolution plans for F18 fleet issues based on weekly customer (Navy/ Boeing/Northrop) telecoms.
- Managed relentless root cause and corrective actions (RRCA) to provide closure of production and supplier issues.
- Direct oversight of all OEM and supplier manufacturing activities to ensure product quality with reporting to Northrop and government source inspectors.
- Developed proposals, test plans, set-ups and completed test reports to qualify design changes to enhance fleet performance.
- Developed proposals to win follow on and new business for all military customers.

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JS 52 Staff Engineer

Summary: Information Technology background with experience in Engineering Systems and Applications. Most recent experience as a Staff Engineer, responsible for engineering change release and processes in the Avionics Systems Center for Fortune 100 company. A highly motivated team player who effectively balances and manages multiple priorities. Member of the PDM/PLM Technical Support team. Member of the IT-Achieving Competitive Excellence (ACE) team involved in the resolution and reduction of the company's Severity-One Level disasters. Known for continuous business and processes improvement efforts.

Sample Experience:

Managed Process Design IPT, Work Instruction Planning, and Manufacturing Support of Electrical Assemblies, Wiring Harness Assemblies and Installations. Evaluated designs for producibility, developing tooling, and manufacturing plans for Electromechanical assemblies, wiring harness assemblies and installations. Managed the Outsource and Offload of Electrical Assemblies to the various Supply Chain partners. Performed Electrical Supply Chains process improvement. Responsibilities included Value Streaming the current state of the Engineering Change Release process and implementing a future state process workflow.

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JS 51 Mechanical Engineer

Job Qualifications:

- Production Planning – BOM Breakdown; Procurement Requisitioning and Tracking; Procurement Expediting.
- Assembly Set-Up and Line Balancing (MTM)
- Engineering Concurrence
- Vendor Liaison
- Machine and Mechanism Design
- Prototype Development and Test
- 3D CAD Solid Modeling; 2D Detail and Assembly Drawing Creation; 3D Model Animation; Rapid Prototype Conversion
- Center of Mass Calculation for static and dynamic balance requirements of rotational and rectilinear components

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JS 47 Project Engineer

A Project **Engineer** position utilizing my project engineering, plant engineering and business background. A determined, people-oriented, problem solving plant and project engineer who especially enjoys organizing, working with, and helping customers solve problems.

Summary

- Experienced Project and Plant Engineer.
- Strong technical competence (Engineering degree) combined with business education (MBA) and experience.
- Have been responsible for all engineering and maintenance of plant and facilities as well as development and implementation of new capital projects such as HVAC, mixing, extruding, material handling, assembly, finishing and measuring equipment.
- Planned and scheduled new product development for OEM programs. Ability to work together with people at all levels, including engineering, sales, operations, quality, and outside suppliers, from the factory floor to senior management.
- Presented products/concepts to large groups, and represented the organization at meetings and conferences.

- Provided technical assistance to manufacturing facilities in solving processing and quality problems. Familiar with lean manufacturing. Certified Supply Chain Analyst.

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JS 44 Mechanical Project Engineer

Summary: Results-driven mechanical project engineer with extensive experience in building energy analysis, facilities engineering, construction and commissioning of complex mechanical, electrical and plumbing systems and critical environments for healthcare, commercial and industrial facilities.

Summary of Qualifications

- **Energy & Facilities Engineering:** Expertise in design, construction and commissioning of commercial, healthcare and industrial mechanical, electrical and central plant systems and renewable energy plants. Experienced at performing building energy audits; developing energy saving performance contracting projects; specifying and implementing measurement and verification procedures.
- **Project Management:** Effective at managing multiple high-priority projects; estimating and developing scopes of work, creating and managing critical path schedules, assessing and managing risks; negotiating with vendors and subcontractors; and adjusting direct and indirect resources to achieve timely project delivery and high customer satisfaction.
- **Consultative Sales:** Skilled at generating sales leads, developing technical proposals and delivering consultative sales presentations to educate and influence key decision makers and close sales. Superior account management and customer service skills that result in long-term relationships, referrals and repeat business.
- **Business Management:** Skilled at developing and implementing business and marketing plans; team building; and achieving short-term and long-term financial and organizational goals thru executive leadership.

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JS 46 CAD Designer / Document Control Specialist

Summary: CAD Mechanical Designer specializing in Product and Tool Design for Aerospace, Automotive, Telecommunications Industries.

Strengths:

- Proficient in ACAD and Pro-Engineer Wildfire 2.0 and 3.0
- Team Leader with Project Management using Microsoft Project, DFMEA, FMEA, and QFMEA for design and delivery of products and PDM/data entry into ERP system
- Document Control Manager for processing, tracking, filing Engineering Changes and related drawings/documentation
- Developed and Implemented database electronic storage for drawing and document files

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JS 45 Research/Process Technician For Materials Engineering:

Lab professional seeking a position in support of materials testing and process engineering.

Strengths: Broad experience in physical testing and analysis in support of new product development.

Monitoring of process parameters via data acquisition for understanding of material properties. Concise written and graphical presentation of data. Sound interpersonal skills round out this applicants skill set.

Profile:

Industry professional with broad experience in process engineering and materials testing. A position in technical development and service along with strong team player attributes is desired.

- Attention to detail in basic and applied research and development of material systems.
- Experienced in variety of atmosphere and vacuum thermal processing
- Process capability via Gage R & R and SPC
- Quantitative and qualitative analysis on material processes

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JS 43 Technician/Tester/Trainer/Sales

I am looking for a position in the technical field for instruments & controls, calibrating/adjusting/fitting, or possible sales position in this same area for test equipment. I have worked in the power generation industries for over thirty years including the three nuclear plants in Ct. I also can also provide training in safety and controls on the plant level. I was responsible for management and administration of all sales relationships and sales cycles from negotiation through the final deliverable.

[Email us and note the JS number](#)

JS 42 Found a position

JS 41 Mechanical/ Electrical Engineering/Project Management

Summary: Analytical, Adaptive, Creative, Focused, Self-educated, Hard worker

Expertise: Project management, mechanical design, knowledge of ANSI/SAE/MIL standards, interface with all levels of personnel and customers, troubleshooting, strong technical skills, strong planning, organizing skills, Word, Excel, Access, OpenOffice, Outlook, AutoCad

Experience as Project Engineer:

Prepared reports for approval through the FAA-PMA (Parts Manufacture Approval) process. Utilized AutoCad, Microsoft Word, Excel and Power Point. Consistently managed projects on time, within budget and achieved customer requirements. Developed designs and created drawings in AutoCAD for various aerospace parts. Managed the dimensional and material analysis to determine the design parameters parts. Reviewed Jet Engine and Aircraft manuals to determine the function and eligibility of parts. Developed a safety assessment to determine the criticality of parts. Compiled data into a substantiation report for submittal to peer review and the FAA. Prepared and submitted Design Changes and Supplement Revisions for current FAA approved design. Prepared and submitted Evaluation Packages for customers. Performed troubleshooting and resolved manufacturing problems for exiting design. Mentored engineering administrative assistant, intern students and new engineer hires. Was also project coordinator for a division in India.

[Email us and note the JS number](#)

JS 40 Junior Engineer

I have 2 associate degrees. One is in mechanical engineering and the other in computer engineering. This background enables me to integrate my understanding of how machines work and how to control them via computers. I also have assembly experience affording me the ability to understand how items are put together and seek more efficient processes.

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JS 39 Director/VP of Business Development

Client-focused Business Development Executive with proven experience in Licensing, Patent Sales, Technology Commercialization, Contracts Administration, Research Alliance Management and Intellectual Property portfolio analysis and administration. C-level contacts in Therapeutics, Devices, Research Tool, and Semiconductor industries.

Experience:

- Business Development - Licensing, Patent Sales, Technology Commercialization
- Contracts - Negotiate & implement – License, Term sheets, Sales, Marketing documents
- Scientific - Research Alliance Management and Biotech Methods Development
- Services - Technology Marketing, Assessment & Valuation, Competitive Intelligence
- Intellectual Property - Patent & Trademark Prosecution, IP Analytics

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JS 38 IT Program/Project Manager, Product Development/Project Engineering Manager, Electronics Prototype Technician/Industrial Model Maker/Technical Support

Have had a wide range of experience and would like a position as one of the following:

IT Program/Project Manager:

Experienced program / project manager for hire or consulting/contracted basis for the planning and delivery of IT solutions based on assigned business needs. All phases of project life cycle, project engagement, business process analysis, requirement process, resource planning, schedules, resource assignments, testing, production release, associated reporting systems and system maintenance.

Product Development / Project Engineering Manager:

Experienced program / project manager for hire or consulting / contracted basis for the planning and delivery of technology products through the R&D pipeline. Experience with managing engineering personnel, contractors, vendors and work activities involved with technology development path.

Electronics Prototype Technician / Industrial Model Maker / Technical Support:

Experienced prototype technician / model maker / support technician for consulting / contracted basis only. Experienced with electronic, electromechanical and mechanical systems. Ability to fully manage the complete prototype cycle as required.

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JS 37 Business Development Manager

A degreed professional with over twenty years of sales experience which demonstrates a proven ability to meet and exceed sales objectives. Possesses excellent communication and customer service skills and an ability to work effectively with individuals of diverse backgrounds and needs. Have worked with start ups and established companies.

Experience:

- Work directly with President to define marketing strategy
- Maintain and develop existing accounts
- Prepare and present written and oral presentations
- Participate in trade shows and conventions
- Manage promotional activity with assigned territory
- Train agents on new products and services

[Email us and note the JS number](#)

JS 36 Junior Optics Engineer

I have an equivalent to a Masters in physics and many years experience in optics and photonics industry. I have worked with/on different types of lasers, including repair and alignment. I also have worked in fiber optic section in telecom industry, more specifically with optical amplifiers.

Most recently I collaborated with a professor at the University of Connecticut on 2 different research papers, related to coherence and polarization in a Mach-Zehnder setup.

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JS 35 Project Manager, Senior Analyst/Writer

Summary

- Project manager, Senior Analyst/Writer with 20+ years of business experience. 7 years consulting in varied business environments with project lifecycle and SDLC experience for both strategic and operational initiatives
- Experienced in gathering business requirements, business process development and documentation
- Seasoned group facilitator
- Skilled in presentation and communication across all levels of organizations
- Authored product training guides, end user guides, training courses, promotional materials and internal communication documents
- Process modeling expertise for current and proposed business processes using Top Mapping, Visio, and PowerPoint.

Skill Set

- Project Management and Administration
- Operational Analysis, Business and Process Analysis
- Presentation development and delivery
- Organizational dynamics

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JS 34 Business Development

Seeking a challenging position in technical customer support and business development, requiring proven skills to manage engineering projects, computer-aided design programs, customer liaison, consulting, team leadership, and mentoring for global corporations.

Experience

- Account and Project Manager with a background that combines information technology and engineering
- Multi-industry experience in defense, aerospace, commercial, computer, chemical and automotive industries
- Excellent written and verbal communication skills with a comfortable cross-cultural customer demeanor
- Staff Engineer at Sikorsky in the Digital Engineering Group -- subject matter expert on various design engineering applications to Sikorsky's government customers

Education

- MBA from the University of New Haven with dual majors: International Marketing and Management & Organization
- BME from General Motors Engineering and Management Institute (GMI), Flint, MI, with an Electro-Mechanical Engineering major

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JS 33 Operations Manager, Materials Handling Manager, Engineering Project Management, Environmental Health and Safety

Results-driven **Project Manager** with 18 years of experience in the materials handling industry including mechanical systems design of manufacturing and warehouse package and pallet handling systems, with extensive experience in environmental consulting including regulatory compliance and permitting. Skilled at budget tracking, regulatory evaluation, and project management from development through implementation.

Technical Skills: Project Management, Cost Analysis, Contract Negotiations, Labor Planning, Contractor Supervision, Technical Writing, OSHA Compliance, Plant Safety and Environmental Compliance, Automated Material Handling Systems, Robotics Interface, AutoCAD, MS Project, Excel, Windows-based Systems.

[Email us and note the JS number](#)

JS 32 Project Manager, Business Analyst, Test Manager – Software Expertise

Highly effective Project Manager/Business Analyst/Test Manager experienced in bringing software products to market using a positive attitude to inspire cross-functional teams in a fast-paced environment.

Proven track record of involving people from different groups in the organization to design, implement, test, deploy, and support software solutions.

My passion to produce software and services which exceed customer's expectations, and the ability to add a positive impact to projects, have been instrumental in continuing business relationships with major industry players such as Apple, Motorola, Palm, and Sony. Millions of users all over the world have used software which I helped bring to market.

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JS31 Supply Chain/Logistics Business Engineer

Strengths: Enthusiastically challenges the status quo; can we spend less, avoid customer unhappiness, gain predictability, and be more productive?

Position: Flexible. I am available for special projects or process evaluation and evolution until complete. Can be temporary, part-time or longer.

Experience: 30 years of innovation for small and large manufacturers, distributors, developers using technology for both strategic planning and tactical operations. Employs technology in software or hardware (such as bar code, RFID, etc.). MS Technology Mgmt, BS Organizational Studies.

[Email us and note the JS number](#)

JS 30 Technology Executive

A broad based Technology Executive with over 20 years experience working with emerging technologies and managing multi-disciplinary teams. Leads the development of technical strategies, solutions to complex integration issues, transformational system architectures and operational processes that create new revenue streams, greater efficiencies, value for the customer and drive internal transformation for new and existing business opportunities.

Key Competencies:

- Executive, Project and Operations Management
- Services/Systems/Infrastructure Architecture
- Strategy, Planning and Portfolio Management Process Re-engineering and Assurance
- Technology Evaluation, Integration and Interoperability

Licenses and Certifications:

- New York State Licensed Professional Engineer
- Project Management Professional (PMP®)
- Lean Six Sigma Black Belt (IBM Accredited)

[Email us and note the JS number](#)

JS 29 Found a Position

JS 28 Technical Designer

Professional drafter/designer, fabrication coordinator, and Document Control Specialist. Extensive experience in tool design and development. Particular strengths include Pro-Engineer CAD software.

Examples of Accomplishments:

- Processing of Engineering Changes. Implemented Company Document Control process. Designed and implemented a tracking system for the processing of Engineering changes.
- Developed a company database for the filing of internal company and external customer drawings and specifications.
- Implemented paperless distribution of Engineering Change documentation.
- Data Integrity Team resource to implement a system of cleaning up and verifying data to be entered into ERP system.
- Developed and implemented a system to accurately roll up costs for purchased versus manufactured parts.

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JS 27 Project Manager

Summary: Detail oriented, pharmaceutical professional with outstanding project management and leadership experience. More than 17 years of industry experience and more than ten years in managing drug discovery projects. Earned reputation as skilled manager of complex projects through innovation, leadership and relationship building. Biologist/Biochemist with extensive experience in Infectious Diseases pharmaceutical drug discovery possessing demonstrated strengths in project support and management. Leveraged negotiation and communication skills to successfully guide project to first in human trials. Core competencies include: project life cycles, process analysis, resource development and management, extensive infectious disease research and development. Fluent in the Spanish language.

Examples of Accomplishments:

Planned and managed multiple antibacterial discovery programs, created and managed project plans, schedules, resources and milestones. Managed project resources, estimated and developed the scope of work. Engaged and developed collaborations with project team members to address program needs. Managed vendors and external partners to leverage development strategies. Communicated project status, updates and milestones to senior management and project team members. Provided leadership of risk assessment and mitigation, escalated major issues to senior management for timely resolution.

- Managed four lead candidates to first in human studies.
- Improved project team efficiency by providing risk assessment and mitigation leadership, escalating issues to senior management for timely resolution.
- Established team communication protocols with vendor partners and project team, reducing technical excursion and project deviation 30%.
- Received five PGRD team awards for innovation and lead candidate nomination.

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JS26 Mechanical Engineer

Registered Professional Mechanical Engineer: Proven leadership skills in Aviation & Aerospace, Aircraft Gas Turbine Engines, Power plant, Propulsion, Pylon, Nacelle, System Design and Component Integration, Project Engineering, Testing, Technical Problem Solving, Root Cause Analysis, Hydrogen Fuel Cells, and Automotive. Dedicated, results and detail oriented, analytical, creative thinking skills.

Examples of Accomplishments: Led technical teams to define Functional Interfaces and Mechanical Interfaces between Engine Systems and mating Propulsion System Components to support Commercial Engine Programs. Conducted trade studies, identified and resolved issues with Functional or Mechanical Interfaces or Digital Mockup. Defined technical requirements for Engine Specifications and Internal Requirements Documents.

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JS24 Writer, Editor, Author, Teacher

Editor, Curricula and Publications—The Center for 21st Century Skills @ EDUCATION CONNECTION; Freelance Writer and Editor; Middle School Language Arts Teacher; Children’s Author of 15 award-winning math and science books, pre-K to grade 3; Author of 38 math and science guides for teachers, pre-K to grade 2; Columnist for *Teaching K-8 Magazine*; Author of magazine articles, stories, poems, and newsletters; B.S. in Elementary Education; M.S. in Psychology.

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JS23 Sonar Engineer/Program Management

Objective: A position utilizing my Engineering and Engineering Management skills.

Core Skills: Engineering Management, Certified Naval Instructor, Budgeting, Corporate Technical Advisor, Liaison to foreign Government, Knowledge in the FAR and DAR, Proposal Writing, Market Survey, Organizational Skills, Engineering Documentation, Curriculum Development, Test Engineering

Summary:

- 15 years experience in design/engineering, installation and supervision of sonar systems and trainer engineering.
- Sonar technician/engineering services analyst/supervisor.
- Introduced cost reduction methods, increasing efficiency by 50%.
- Experience in design, engineering and installation of HVAC and design of “smart house”.
- Taught K-12, all subjects including music, as a “substitute

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JS22 Supply Chain/Program Management

A leadership position that entails effecting and managing group and/or enterprise-level supply chain improvement through creatively applying various models and improvement techniques to reduce organizational costs and improve employee effectiveness.

PROFILE:

- Award-winning experience in supply chain management and process transformation for both corporations and the US military.
- Skilled in logistics coordination, procurement, supply chain risk management, new business identification, quality assurance, negotiation, customer and supplier relations.
- Strong leader with proven success in leading and empowering staff to exceed performance goals. Dedicated team player with track record of facilitating cross-functional teams.
- Change management expert recognized for the ability to develop innovative solutions, improve existing processes, increase productivity, and reduce costs.

- Proficient in staff management, system analysis, research, program development, policy design, training, budget management, client service, and operations management.
- Possess outstanding verbal communication skills and ability to relate to clients and staff at all levels. Accepts new challenges as opportunities.

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JS21 Senior Chemist

Creative, results-oriented senior chemist with extensive experience in the formulation, processing and characterization of coated and calendered fabrics and molded and extruded goods. Managed and developed numerous products at the laboratory level and successfully oversaw production scale up and customer use.

Broad-based competencies and areas of expertise specifically include but are not limited to ...

- rubber formulating & compounding
- solvent/water based adhesives
- low smoke & flame resistance
- antiwicking diaphragms
- high adhesion
- raw material knowledge
- in depth fabric knowledge
- ASTM & Federal Test methods
- polymer processing
- aggressive fuel resistance
- calendering
- molding
- extrusion
- computer literate
- ISO 9001:2000 auditor

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JS20 Electrical Engineer – Project Manager

Extremely versatile engineer with extensive experience in all phases of product development. Quality-driven, innovative, detail-oriented, results focused. Excellent problem solving and communication skills. Experienced with administering research and development programs, managing vendor and partner relationships including offshore development. Holder of three patents. Seeking an engineering position within a progressive, forward thinking company.

Example of success: Managed production of twenty-two test stands for the Joint Strike Fighter program with 100% success rate (all systems delivered on-time and within budget).

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JS19 Engineering & New Product Development Leadership

Engineering professional with broad product development leadership experience in business products. Skilled at leading very diverse engineering departments through a collaborative style. Accomplished in the application of strategic planning to create cultural change. Demonstrated success in leading change initiatives and implementing best practices to improve efficiencies and reduce costs. Hands on strategist.

Project Management

Product Design

Competitive Analysis

Product Safety & Liability

Electromagnetic Compatibility

Design for (Green) Environment

Strategic Planning

Six Sigma Tools

Rapid Prototyping

Design for Manufacture

Quality Assurance

Value Engineering

Change Management

Laboratory & Test Management

Regulatory Approvals

Materials – Metals & Plastics

Manufacturing Process

Standards Engineering

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JS 18 CAD Designer/Tools Designer/Methods Engineer

Results-oriented Professional with expertise in mechanical tool design and drafting utilizing Unigraphics NX3 and 3D AutoCAD. Proven success in cross-functional team leadership, including the oversight of semiconductor component assemblies at *ASML, Inc.* Incorporated ANSI-Y14.5 Geometric Dimension and Tolerance standards into tool and fixture designs during tenure at *Circon ACMI*. Experience also extends to electrical schematic drawings and taping for p.c. board.

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JS17 Mechanical Engineer

Mechanical Engineer with 4 years of engineering, procurement and construction (EPC) experience in energy related projects such as LNG Import Terminal, SO2 Capture Scrubber Unit and Power Plants (Coal Fired and Combine Cycle). Experience includes conceptual design and field engineering. Familiar with the use of industry standard design codes such as ASME, ASTM and API. Available immediately. Willing to relocate without assistance.

Strengths: Software proficiency in AutoCAD, Plant Vision, PDS Material Data Publisher and MS Office Suite. A strong team player with effective co-ordination and communication skills is seeking a position wherein he can apply his experience towards achieving the mission and vision of the organization. My experience in handling various kinds of tasks on different projects makes me firmly believe that I will be able to coordinate projects successfully and provide the required leadership towards achieving the mission and vision of the organization.

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JS16. Management Position with Expertise in Raising Capital

As a registered professional engineer and a business professional, I would be very interested in a career with a technology company or innovative manufacturer. Sectors of expertise include *infrastructure (airports, ports, roads, bridges)*; power (cogeneration, coal, merchant power); *renewable energy (wind, biomass, solar, geothermal, land fill gas)*; telecom (fiber optic cable, satellite, wireless, CLECs) and energy (pipelines, LNG, petrochemicals, E&P).

Strengths: As an investment banker I focused on raising capital through private placements from Angel/VC/PE investors and IPOs for early stage, new technology companies (technologies included batteries, fuel cells, wireless, nanotechnology, PV, renewable energy, biotech, fuel cells, power, etc.). As a project finance and infrastructure investment professional, I am *fully self-sufficient* and have significant experience with advising clients, identifying and evaluating debt and equity investment opportunities, establishing joint ventures and private equity funds, raising capital, preparing marketing materials, performing detailed financial modeling and valuation, conducting detailed due diligence, negotiating documentation, syndicating transactions and managing transactions after closing.

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JS15. Manufacturing Manager

Position Desired: A manufacturing manager with hands-on experience in high-technology manufacturing processes.

Strengths: Production planning, capacity planning, materials management, lean manufacturing, supervision, motivation, and interdepartmental communications in support of sales.

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JS14. Management

Seeking a leadership position to utilize my combined quality & leadership skills to boost efficiency, promote continuous improvement and facilitate the growth and development of your company.

Strengths: Quality engineer, project manager, effective communicator and team builder, ISO auditor, TQM, leader in continuous improvement, problem solver, Statistical Process Controls (SPC) knowledge, Mil-39019 (Military) compliance experience, and more.

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JS13. Engineering Management

Senior-level engineering executive with demonstrated success in Engineering Management, Project Management, and Product Management. Leading all phases of product development, manufacturing, and outsourcing; while embracing Quality and ISO procedures and guidelines.

Strengths: Strategic planning and budgeting, P&L responsibility, International marketing/sales, Quality TQM, Six Sigma, productivity improvements, COTS and one-off opportunities.

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JS11. Chemical Engineer

Experience: Extensive experience in technical business fields, manufacturing, and R&D. Results-driven chemical engineer who interfaces effectively with multi-functional teams as a leader or key member to deliver quality projects on time. Key assignments included technology specialist, applications expert and process engineer. My experience includes marketing exposure with international and several domestic Fortune 500 customers.

Strengths: Hands-on problem solving, planning/scheduling, bringing new projects to/from R&D to/from customers, technical training for customer and in-house personnel. Strengths include problem solving, optimization, scheduling, cost estimating and logistics. Well versed with Microsoft Office products.

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JS10. Management: Manufacturing, quality and engineering operations

Experience and Strengths: Focus on quality management with a successful record of streamlining operations, reducing costs, lean manufacturing, improving product quality and increasing sales revenue. Extensive hands-on manufacturing, engineering and product development experience contributing to successful business growth and profitability. Self-motivated leader recognized for implementing innovative change, project management, corrective/preventive action, continuous improvement, building teams and enhancing customer value and satisfaction.

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JS9. Executive Management

Strengths: Founded and sold companies, held CEO positions, Developed and commercialized proprietary closures for food packaging, manufacturing consultancy focusing on plastic and metal processes.

Industries: Food packaging, plastic and metal processes, RFID. Full P&L responsibly for multi-plant, plastic packaging division.

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JS8. Scientist

Experience: Researcher -- Nanoparticles for their biodistribution and efficacy in various cancers. As a Laboratory Manager and Assistant Scientist. Proficiency in working in a laboratory, training other employees, and collaborating with other laboratories. Enthusiastic about learning new techniques.

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JS7. General Management

Strengths: This job seeker has enjoyed 20+ years as a general manager, strategist and scientist in an international business environment. Has a strong track record of new product creation, building organizations, establishing strong customer loyalty and improving financial performance. Additionally, this candidate developed and taught cash flow improvement courses all over the world. BS Organic Chemistry/PhD Polymer Science

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JS6. Technology Training Program Manager

Position Sought: Experienced Technology/Science Educator seeking a position as a Training Program Manager/Training Initiative Director.

Skills: Responsible for developing and implementing innovative, state-of-the-art programs for both in-house and public education science or technology. **Successful at Grant Writing.**

Experience: Designed workshops for both non-technical and technical professionals. Highly enthusiastic, well organized, an excellent communicator both written and verbal. Team player who is also a self-starter.

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JS5. Engineering Manager/Project Manager

Strengths: Creative, analytical, go-getter; results oriented and self-managing taskmaster, with MBA, plus PMI Project Management Professional certification (PMP), with a strong work ethic, and initiative who does more than what is asked. Skilled in IT program/Project Management and high visibility software Engineering Project Management accomplishments. Have saved major corporations millions in project completion and performance penalties. Known for leadership, tenacity and persistent vigilance to deliver project results and objectives. Bachelor of Science, Electrical Engineering and MS-Computer Science-Information Systems Engineering. Preferred communication is via email.

Additional expertise includes: Delivers more than expected and required; resourceful. Succeeds with all challenges. Used by Fortune 100 corporation as a “weapon” to eliminate and solve technical problems and get difficult/problem projects done. Effective “Project Management Quarterback” and technology anchor/impact player.

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JS4. Senior Engineering Manager and Business Developer

Strengths: An effective communicator and leader with significant industry committee contributions, particularly in the American National Standards Institute (ANSI) and the Aerospace Industries Association (AIA) in board level and executive engineering management positions. Extensive network of contacts in aerospace, organizations, industry associations and relevant US government entities. Particular focus on standards policy, use of standards in regulations, standards and innovation, and relating standards and standardization to industry competitiveness.

Expert in engineering management, management systems, change management, standards, standardization, conformity assessment, regulations and process improvement. Managed engineering policies, procedures, design and drafting standards, records and data management, systems engineering, integrated product development etc.

Skilled with business strategic planning and business plan development, business management, program management, process design, benchmarking, design control, product and flight safety, integrated product development, standard work, part marking, patents and intellectual property and standard parts and components.

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