

Jack Doe

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Career Objective

A full-time position in *Sales* where I can demonstrate my technical and business skills and contribute to the company

Summary of Qualifications

- MBA
- Professional Engineer (P.E.)
- Product Marketing
- Project Management
- Compound Semiconductor
- Application Support
- P&L Responsibility
- Contract Negotiations
- Quality Control
- Wastewater Treatment
- Chemical Engineering
- OEM Sales
- Account Management
- Business Development
- Pre and Post Sales Support

Achievements

- **BOC Group Stock-Option Award for Outstanding Performance** 2002
One of a dozen employees selected out of 45,000 employees worldwide to receive this award
- **Best Sales Specialist Award** – BOC Edwards 1999
- **Professional Engineer (P.E.)** 1997
- **Fellowship and Research Assistantship Awards** 1990-1992
University of New Hampshire
- **Two Technical Publications** 1996 and 1999

Professional Experience

- ◆ Managed all technical and commercial aspects of a five-year, \$8 million, IBM 300mm contract.
- ◆ Developed sales' tools and grew eastern region's sales from \$1M in 1999 to \$6M in 2003.
- ◆ Championed a new product-line (Zenith) for MOCVD application and sold the first six systems, \$250K/system, in USA.
- ◆ Performed day-to-day product sales, marketing, and service activities.
- ◆ Provided technical and application support to Compound Semiconductor, MEMS, Automobile, Nano-technology and several high-tech industries.
- ◆ Identified and developed a new market for vacuum and abatement products – Compound Semiconductor.
- ◆ Supervised and managed quality assurance of \$27M equipment decontamination at a Superfund site.

Education

- **F. W. Olin Graduate School of Business at Babson College (Wellesley, MA)** 2002
Master of Business Administration (MBA) with concentration on marketing
- **University of New Hampshire (Durham, NH)** 1992
Master of Science degree in Chemical Engineering
- **Osmania University (Hyderabad, India)** 1990
Bachelor of Science degree in Chemical Engineering

Employment History

- **BOC Edwards (Wilmington, MA)** 1996 – Current
Sales and Marketing Specialist
- **Nobis Engineering (Concord, NH)** 1994-1996
Project Engineer
- **National Environmental Systems (Seekonk, MA)** 1993-1995
Applications Engineer

References

Available upon request