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#### Objective

To obtain a position that will benefit from my expertise in engineering and sales.

##### Work Experience

Westell, Nov 2017 – Present

**Senior Sales Engineer**

* Support RF solutions for customer applications, including preparation of network topologies and related technical specifications
* Support sales team efforts to provide customers with cost-effective state-of-the-art coverage and capacity solutions using Westell solutions
* Support design team in making iBwave designs for public safety projects as well as passive interface trays.
* Directly support customer presentations, equipment trials, and proof of concept deployments involving Westell RF products as well as Intelligent Site Management and Optima trials.
* Create test plans to support customer validation, appropriately documenting results
* Interface directly with customers to determine technical requirements and expectations
* Interface with internal Engineering, Customer Service, Product Management, and other groups
* Support complex IP network solutions that include LAN/WAN/NAT/PAT networks, routing statements, and firewalls

C Squared Systems, Auburn, New Hampshire Jan 2017 – Nov 2017

**Sales Engineer**

* Support Sales providing technical expertise with Customers on C2 products and services including attending Sales calls and performing technical presentations.
* Provide technical training to Customers on the best practices and uses of C2 products and services
* Gather Customer requirements for enhancements and fixes for issues with the current products. Translate these needs to technical requirements for engineering to improve or fix the product.
* Perform installations at Customer sites when required. Train Customer or Customer technical contractor on how to install and maintain systems as required.
* Attend trade shows and present the technical solutions to potential Customers in a professional and positive manner.

CSI/Westell, Manchester, New Hampshire April 2013 – Jan 2017

**Senior Sales Engineer**

* Work with customer on optimizing their DAS (Distributed Antenna Systems). This includes RF testing, quoting proper equipment, helping with technical support and tracking and resolving open issues on site.
* Develop and deliver relevant customer presentations to technical and business audiences to increase product sales.
* Attend shows to give presentations and technical discussions on product lines.
* Work closely with product sales, engineering and product management team on refining existing products and ensure growth of existing accounts.
* Support field sales and provide technical product training for customers.
* Support design team in making iBwave designs for our complex DIU and passive interface trays.

CSI, Manchester, New Hampshire Mar 2011 – April 2013

**Test Engineer** for the Engineering group

* Architect and automate software “harness” for our GUI and command line interfaces.
* Develop test plans and test cases for product line.
* Ran bugs meetings and used Subversion as a release monitoring tool.
* Work with Tech support in handling difficult customer problems.
* Developed and supported LabVIEW source code for production test stands.

ITT, Nashua, New Hampshire Nov 2007 – Feb 2011

**Associate Test Engineer I** for the Systems Analysis & Test group

* Develop and design LabVIEW test software for RF jamming equipment.
* Develop and design test stand hardware.
* Deliver test software and hardware to contract manufacturers.
* Setup anechoic chamber for testing antennas.
* Troubleshoot jamming equipment field returns, test stands and software.

Micronetics Wireless, Nashua, New Hampshire May 2006 – Nov 2007

**ATE Developer** for the Engineering Department

* Design Visual Basic software for automation of digital attenuators, switches, noise sources, and various other control components.
* Work with off-site manufacturers that build custom control components, and develop automation solutions for total off-site test, build and ship of products.
* Write automated test procedure’s for custom control components and noise sources.

ARC Technology Solutions INC, Nashua, New Hampshire Oct 2005 – May 2006

**Test Engineer** for the Engineering Department

* Create LabVIEW applications for customers based on Test Plan Documents.
* Travel to customers to provide rapid fire solutions to create LabVIEW applications for automating manufacturing processes.
* Work with customers to create test requirements documents.

Lockheed Martin, Chelmsford, Massachusetts Aug 2002-Oct 2005

## **Test Engineer** for the Automated Test Engineering Department

* Write Visual Basic 6 programs to automate testing of RF products.
* Procure engineering equipment and government controlled property.
* Supporting the Manufacturing & Engineering groups to keep hardware and software up and running properly.
* Information Systems Security Officer (ISSO) ran weekly audits on computers, monthly virus updates and downgrade classified equipment.
* Responsible for the configuration management of all classified software updates, backup’s and ECO’s.

.Education

Hudson Valley Community College, Troy, New York                                                        May 1996 AAS in Plant Utilities Technology

iBwave Level 1 2019

Labview Certified Developer 2008