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

. 1	NΤ	BA
•	VI.	DΑ

- 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, Nanotechnology 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