

### SAMPLE M. CLIENT

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### AWARD-WINNING TECHNICAL ENGINEER AND DIRECTOR OF OPERATIONS

Solutions-oriented Technical [Engineer](#) with notable success identifying, evaluating and documenting complex computing requirements for systems integration. Ensuring the streamlined operations of client projects through scope and objective development; preliminary project planning and design; and the determination of resources and timelines.

- **An innovator in the successful integration of technologies**  
from varying industries merging for the residential integration and automation industry.
- **Define cutting-edge specifications and requirements**  
for a successful and original integration/ automation [controller](#).
- **Creative ability to assimilate various technologies**  
to create products with new features and functions.
- **Exhaustive market diagnosis**  
used to identify new product needs and the step necessary to bring products to fruition.

### CORE COMPETENCIES

- QUALITY ASSURANCE
- PROJECT PLANNING &
- OPERATIONS MANAGEMENT

- QUALITY CONTROL
- COST REDUCTION
- SOFTWARE ENGINEERING

- MANAGEMENT
- AUTOMATED DESIGN TECHNOLOGIES
- PRODUCT TESTING & PROTOTYPING
- MATERIALS PLANNING & MANAGEMENT

- RELIABILITY & PERFORMANCE ANALYSIS
- MARKET RESEARCH
- MRD & PRD REQUIREMENTS

### NETWORK:

CAN, LAN, IP

### LANGUAGES:

Visual Basic, C Programming Languages

### SOFTWARE:

Microsoft Word, Microsoft Excel, Microsoft PowerPoint, [Adobe Photoshop](#), Illustrator, Flash and Dreamweaver

## PROFESSIONAL EXPERIENCE

HOME DIRECTOR, INC. (Destiny Networks, Inc.), San Jose, CA | 2001 – Present

**Technical Marketing Engineer** [Director of Operations](#)

Direct the technical operations of a high-end home networking company. Design and install home networking systems that connects audio systems, video and television services, security systems and utilities, personal computers and the Internet.

### *Key Contributions:*

- Analyze [processor](#) controlled sub systems and stand alone systems for integration into a overarching master control system.
- Identify and define hardware and software products for development and sale to the industry.
- Define quality control testing requirements for company hardware and software products.
- Develop and implement technical aspects of organization, structure and procedures for all departments.
- Pinpoint necessary improvements in order to increase efficiency and effectiveness to manufacturing processes.
- Ascertain and execute customer hardware and software requirements for systems integration.
- Create and deploy online training materials, conduct educational product webinars and provide hardware and software education to customers.
- Establish MRD and PRD requirements and other product management functions.
- Investigate the home networking market and related demographic research to determine new product needs and the necessary product life cycle (promotion, differentiation, growth, mature, decline) to bring each new product to market.
- Design and build technology sale centers for showcasing technology and related products.
- Winner of the Electronic House Magazine 2004 Product of the Year award for the Domain 3000 controller.

ADVANCED AUTOMATION ENGINEERING, Campbell, CA | 2000 – 2001

### **Director of Operations, GUI Design Architect**

Strengthened the operations of Advanced Automation Engineering through strong direction, asset oversight, and a dedication to quality and service.

### *Key Contributions:*

- Attained company goals of increased overall production efficiency by 35% through company reorganization, effective and efficient coordination of management staff, and the creation of standards and procedures for individual departments and overall production.
- Guaranteed materials, production, engineering, and IT/ IS resources availability to ensure the success of all client projects.
- Directed the production and distribution of company products and services.
- Certified all company products and services met or exceeded quality control standards.

CELLO TECHNOLOGIES, DESIGN CENTER, Palo Alto, CA | 1998 – 2000

### **Engineer Manager, Systems Engineer, GUI Design Architect**

Provided engineering expertise and strong management and organization skills.

#### *Key Contributions:*

- Reduced engineering costs by 25% per projects while simultaneously increasing product quality.
- Calculated technical documentation, programming and installation costs associated for all bids.
- Coordinated the engineering, sales and installation activities for the world's largest and most complicated installations of residential integration systems.
- Created a signature style of GUI graphics and touch panel layouts.
- Managed a staff of seven engineers, programmers and designers empowering them with the equipment, tools, resources, guidance and autonomy necessary to succeed.
- Strove to reach beyond our competitors by employing the use of research and development for the incorporation of new products into technical databases and client systems.

ENGINEERING ENVIRONMENTS, Hayward, CA | 1994 – 1998

**Systems Engineer and Programmer, GUI Design Architect**

Provided integration and automation systems concept and design.

*Key Contributions:*

- Developed and designed main integration and automation systems for solar power, computer networking, telecommunications, HVAC, lighting, security/ life protection, access control, and audio visual equipment.
- Designed low voltage subsystems and main overarching systems and integrate them under a single control interface.
- Created all technical documentation and schematics needed for systems installation and programming.

### **EDUCATION AND CREDENTIALS**

**Industrial Technology – Computers and Electronics**

**Business Administration Minor**

SAN JOSE STATE UNIVERSITY – San Jose, California

**Professional Training and Licensure**

– C10 General Electrical Contractors License, CA License 801420