

**PROFESSIONAL EXPERIENCE:**

**December 2016 – August 2019: International Product Manager** at G&W Electric Company (Bolingbrook, IL)

Developing strategic partnerships to address international markets. Achievements:

- Promoted newly launched Overhead Switchgear all over Asia, Europe and South America
- Listening to customers led to development of largest Switchgear ever in its category
- Doubled Overhead product line bookings and crossed the 50,000 units shipped milestone

**December 2015 – Dec. 2016: Sr. Sales Engineer – Overhead** at G&W Electric Company (Bolingbrook, IL)

Outstanding Sales support. Achievements:

- Strategically converted key accounts, independently owned electric utilities to G&W brand
- Secured new and renewal of multi-year blanket orders (Florida Power & Light, Xcel Energy)
- Trained new sales force and provided support to reps for successful customer visits

**May 2011 – Dec 2015: Product Manager – Overhead Product Line** at G&W Electric Company (Bolingbrook, IL)

Grew Overhead product line with innovative voice-of-custom solutions. Coordinated development and launched new medium voltage reclosers, switches and features. Achievements:

- Exelon's Technical Account Sponsor: added value to blanket and coordinated Alliance meetings
- Launched and received first orders for increased rating switchgear
- Customized and secured order for largest overhead switchgear in G&W's history (PPL Utilities)

**2008 – May 2011: Business Development Manager - Export** at ALSTOM T&D (Charleroi, PA)

Achieved order intake of 42 MUSD from Export Market. Focus on high margins projects. Provided support to International Sales Organization to build sales strategies and meet Commercial Action Plan figures. Achievements:

- Responsible for Americas (primarily Canada and South America)
- Increased over 10% Order Intake for each of the last three years
- Maintained Salesforce.com up to date with competitive feedback and tender results

**2002 - 2008: Regional Product Manager** at AREVA T&D, Inc. (Charleroi, PA)

Sell High Voltage Circuit Breakers. Manage and follow up ordered projects. In charge of Latin America, Caribbean, Quebec and Western US in 2007/2008. Previously covered Russia and China. Achievements:

- Secured new business with SRP, APS, Tri-State, Ameren, Entergy, ATC and other utilities
- Received the 2008 Sales Award for the Circuit Breakers Product Line
- Penetrated new markets and booked the first orders in Peru, Ecuador, Uruguay, Nicaragua, Russia, Togo, Brazil and Kazakhstan

**2000 - 2002: Marketing Engineer** at ALSTOM T&D (Charleroi, PA)

Market High Voltage Circuit Breakers in Latin America. Focused on establishing awareness of product offering with customers, reps and other sister units worldwide. Performed market assessments in the region. Captured opportunities to participate in tenders. Achievements:

- Developed and managed strategic business alliances
- Trained the ALSTOM Sales Forces internationally, Systems Groups and Sister Units.

**EDUCATION:**

**2016** AMA: Management Training Class

**2012** Stage-Gate seminar: New Product Development with Dr. Robert G. Cooper

**2000** Masters Degree (MSc) in International Business Administration (Maîtrise des Sciences et Techniques Technico-Commerciales Internationales: MST-TCI) at the *Institut d'Administration des Entreprises* (University of Montpellier II, France). A semester in Mexico at the *Tecnológico de Monterrey (ITESM)*.

**1998** Engineering Degree: Major in Mechanical and Industrial Engineering (Diplôme Universitaire Technologique - DUT) at the *Institut Universitaire Technologique of Cachan* (University of Paris XI).

**Languages:** English, Spanish, French, all fluent