

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

### ***Achievements***

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

### ***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***

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

## ***Employment History***

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

## ***References***

Available upon request