**Work Experience**

**Technical Sales Manager** - American Box Company, Shawnee, KS (2018 – Present)

* **Sales Management** – 67% sales increase (from $12M to $20M)
  + **Sales Leadership –** Deep care for my team’s success and well-being through daily communication/reporting, weekly sales meetings, and quarterly performance reviews.
  + **Technical Training –** Regularly shared packaging insights and best practices on packaging options, automation equipment and fulfillment processes acquired from education, regular site visits and packaging audits at client’s plants.
* **Project Management** – Lead the development and internal training of a new project management software integrated with company’s existing ERP
* **Partnerships** – Work closely with 20+ partners and brokers offering regular sales and technical training.
  + Developed and launched a lead generation tool for instant pricing which was used internally and by many of our partners – Achieved 50% faster time to close from leads generated on the site.
* **Sales Enablement –** Built a library of technical resources and marketing materials to help our sales team open doors, build value and close more deals.
  + Developed a prospecting system used with CRM (includes detailed map of target accounts with decision makers’ contact info, scheduling system/follow-up cadence, email templates, scripts, personalized brochures, industry insights, technical guides, etc.)

**Design Engineer** –Built a rebuildable standards library for various carton styles and integrated with project management system to allow sales team and customer service to automatically create dielines without the need for a structural designer which greatly improved our speed to quote. Lead design engineer for complex projects. Provide training to two junior structure designers.

**Lead Structural Designer** - Bennett Packaging, Lee’s Summit, MO (2016 – 2018)

* Designed industrial packaging, protective inserts, retail displays and e-commerce boxes for clients like Samsung, Pokémon, Google and Spectrum Brands.
* As the dept lead, I assigned all design tasks to a team of 5 designers and managed due dates and quality.
* Worked closely with sales, customer service, and production.
* Visited customers’ plants regularly to provide packaging design consultation.
* Worked closely with Walmart corporate to design rapid assembly and variable-sized displays.

**Education**

**Bachelors** – BYU (Provo, UT) – Completed several Manufacturing Engineering, Industrial Design and Business courses.  
**Certificates –** The Packaging School (Packaging Design Workflow, Machinery, Packaging Regulations, Corrugated Containers Fundamentals), Lean Six Sigma

**Skills & Professional Interests**

Excel (data driven analysis), Entrepreneurship & Business Development (Started and grew a successful cabinetry business through partnerships), B2B account mapping, Spanish Speaking (2-year mission in the Dominican Republic), various sales and sales leadership jobs during and after college