

# CLIENT NAME

Address, City, State

Phone: 123-456-4444 ♦ client name@yahoo.com

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## Mechanical Design Technician ♦ Entrepreneur ♦ Consultant

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[View Design Website Here](#)

**Ready to harness over 40 years of machine design knowledge as a Consultant in the Business sector  
Expert in all aspects of machine design and equipment manufacturing**

Forward thinking, innovative Mechanical Design Technician and Entrepreneur skilled in the art of machine design and highly proficient in sales, marketing and management. Over 23 years of entrepreneurial leadership in sales, marketing, operations management, equipment development, payroll, accounting and human resources management. Methodical problem solver adept at driving projects through collaborative relationships with customers, vendors, and team members. Conscientious supervisor who leads by example and ensures all staff are thoroughly trained. Impactful results include:

- **Entrepreneurship:** Started business venture in 1986 with no product line. Sold in 2008 as the “RAM-TECH” line with an extensive product line.
- **Innovative Design:** Owner of one registered United States patent for Proportional Air Valve. Other unique designs include: Proportional pneumatic valve x 2 ½”; Package Chain Saw; and Panel sorting line vacuum carriage
- **Management:** As an entrepreneur; oversaw, managed and directed daily operations of business including personnel management, product management and sales. Sales reached \$4 million dollars and staff peaked at 34.
- **Sales & Marketing:** Exceeded \$2 million dollar annual sales goal, bringing in \$4 million dollars with advanced sales and marketing techniques and abilities. Verifiable history of outperforming sales quotas by 80% above quota.

### Core Strengths

- ♦ Expert Draftsman
- ♦ Productivity Improvement
- ♦ Project Management
- ♦ Technical Trouble Shooting
- ♦ Expert Sales & Marketing
- ♦ Personnel Management
- ♦ Root Cause Analysis
- ♦ Process Improvement
- ♦ Cost Reduction
- ♦ Vendor Partnership Programs
- ♦ Plant Manager
- ♦ Machine Design

### Technical Expertise

Skilled Draftsman, Solidworks, CAD

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## Professional Experience

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### **Contractor/Business Owner, 1986-2008**

*Supervised activities of staff and oversaw daily business operations. Directed equipment maintenance functions through periodic inspections of mechanical operation, electrical parameters, and hardware functionality.*

#### **Business Ventures**

**Ram-Tech Services, LTD (closed 2008 and Reopened in 2013) | [www.tritechmachine.com](http://www.tritechmachine.com)**

**Tri Tech Machine, LTD (sold 1994)**

#### **Projects**

Brunette Machine Works LTD, New Westminister, BC (Now Brunette Industries LTD) | [www.brunetteindustries.com](http://www.brunetteindustries.com)

#### **Senior Draftsman/Designer**

Industrial Mill Installations, Burnaby, B.C./Gisborne Design Services, Burnaby, B.C. | [www.gisborne.com](http://www.gisborne.com)

#### **Senior Design Draftsman**

Durand Machine Company, New Westminister, B.C. (Now Raute Wood) | [www.raute.com](http://www.raute.com)

#### **Junior Draftsman/Project Manager**

#### **Key Accomplishments:**

- **Sales Excellence:** Chief sales person for Ram-Tech Services, LTD and Tri Tech Machine, LTD having to make payroll to operate a business supporting 10 to 15 employees. Met and exceeded aggressive sales metrics and sold a very profitable Tri-Tech Machine, LTD in 1994 which is still profitably operating today. Annual sales topped \$4 Million dollars annually.
  - Aggressively outperformed sales metrics for other contracting positions. Exceeding annual sales goals by 80%.
- **Project Management:** Spearheaded multiple project management initiatives, seeing each project from conception to their successful completion.

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- The “Ram-Tech” Line included generally wood handling equipment. All aspects of the machinery included; mechanical design, electrical control, and hydraulic and pneumatic system design.
  - Several high speed plywood veneer stacking systems, handling sheets with a vacuum transport and pneumatic knock down system. Operating at speeds of up to 750 FPM.
  - **12 bin veneer stacker:** Wood Planer handling Systems. Custom designed feed tables, some with speeds up to 1200 FPM.
  - **High speed feed table and bridge:** Large fibre board (Truss Joist) panel sawing line.
  - **Infeed panel pusher and panel pusher thumb**
- As Chief Draftsman for Brunette Industries, managed and completed from start-up to instillation, the mechanical and hydraulic drawings needed to manufacture the firm’s de-barking and sawmill equipment.
  - Travelled to Borneo(South Asia), to custom design log breakdown system for vocational school
  - Involvement with hydraulic system design for a first high speed log canter line manufactured for” Optimal Equipment” Delta, BC.
  - Researched concept design project to scan salmon tin lids for default. Involved extremely high rate of feed speed and turning the tin in front of a scanning camera. Resulting in a successful prototype machine.
  - Researched concept design and manufacture of a machine to cut logs “on the fly”, measure to length, and cut as the log travels down a conveyor.
  - Researched concept design and manufacture of a cedar shake sorting and stacking system. To sort shakes by width and stack in bundles using the various widths, to maintain an 18” wide bundle.
- As Senior Design draftsman for Industrial Mill Installations/Gisborne Design Service, worked on new and upgrade sawmill construction projects.
  - This work involved, sawmill handling equipment design, along with some hydraulic system development.
  - Oversaw and managed design work for various projects.
  - Gained exposure to a broad scope of sawmill construction, from site preparations, building and structural design, waste and chip handling systems, piping and services, material handling, and equipment design.
  - Oversaw the design of the complete waste wood handling system for a new mill, Fraser Mills, New Westminster; a 2-year project.
  - Managed and directed the design of all major hydraulic systems for a new mill, Island Pheonix, Vancouver Island.
- As Draftsman/Project Manager for Durand Machine Company (Raute), responsible for mechanical and hydraulic system design on a broad range of plywood and panel handling equipment. Managed several intermediate draftsmen and the continuity of design drawings and purchase requisitioning to the manufacturing floor.
  - Innovation design for high speed rotary veneer clipper. Included in the design team that perfected the machine; raised the level of the production of veneer manufacturing, worldwide.
  - The project included hydraulic system design requiring a two blade drive, servo step motors, controlled in unison and required to rotate and stop together at a very high rate of speed.
  - Oversaw a degree of new equipment start-ups and installations in Canada and the USA, while travelling to Russia and Finland for furniture manufacturing equipment start-up and training.

### Employment Positions

2008-Present

*Conceptualized an executed mechanical designs, project management and sales leadership for several companies in various industries.*

Ram-Tech Services, LTD, Kelowna, BC (2013-Present) *Reopened business which closed in 2008*

#### **Plant Manger/Machine Design/Sales**

Optimil Machinery Inc, Delta, BC (2011-2013) | [www.optimil.com](http://www.optimil.com)

#### **Technical Designer/Project Manager/Purchasing Agent**

Industrial Equipment Manufacturing, LTD, Langley, BC (2010-2011) | [www.iem.com](http://www.iem.com)

#### **Technical Designer/Project Manager/Purchasing Agent**

Kinetics Drive Solutions Inc, Langley, BC (2009-2010) | [www.kdsolutionsgroup.com](http://www.kdsolutionsgroup.com)

#### **Machine Designer/Project Manager**

TDS Technologies Inc, Delta (2008-2009) | [www.tds.com](http://www.tds.com)

#### **Machine Designer/Project Manger**

### Key Accomplishments

#### ➤ **Technical Design: Spearheaded and executed design of the following innovations:**

Designer and Project Manager of ball handling equipment for SAG and BALL mill systems.

- Including steel ball feeders and handling conveying equipment.
- Designed and managed a “SCAT” (broken ball) handling system for OyuTolgoi, Ivanhoe Mines, Mongolia.
- Designed and managed a “steel ball handling system” for Afton Mines Kamloops, BC.

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- Designed custom test fixture assembly that would be used to pre-mount the transmissions and steering units to simulate bench test runs. The fixture had to be compatible to mount and allow for duplication running of the assemblies as they were to be used in the final vehicles.
- Managed design and construction of a new electro mechanical dyno test room. The room housed multiple dynamometers that could be linked to run up to 1700 HP. The room included a heavy steel slotted floor, the foundation, and trench design for in floor wiring. Also included was a raised operator test room for all computer control and test run in and analyzing equipment.
- Oversaw the custom band saw infeed system, with hydraulic cylinder servo setting, for thickness selection.
- Design of stainless steel, 6 foot diameter Drum Dryer and conveying system for shark cartilage.
- **Innovative Leadership:** Taking on custom machine manufacturing, where problem solving is a major portion. I built up a line of wood handling equipment over a 12 year span, which included many new innovative solutions.
- **Marketing & Sales:** Exceeded annual sales goals of \$2 million dollars reaching a high of \$4 million dollars.

## Education & Training

**Mechanical Drafting,** Vancouver Vocational Institute  
**Engineering Technologist Program,** B.C. Institute of Technology  
**Courses included:** Hydraulics & Fluid Power, Electrical Circuits, Mechanical Design & Drafting, Math, Physics,  
Saw Milling Operations, Patents, and Salesmanship

### *Other Coursework & Training*

Introductory course in Auto Cad, Burnaby College  
Small Business Management, Carl Dejong School of Business management  
Welding, Kwantlen College  
Hose assembly & fitting recognition, Aero quip  
Proportional valving, Rexroth  
Introduction to Solidworks, CAE Northwest  
Solidworks Level 1 (BCIT) 2008