
Thomas Clark

📍 Address

☎ Telephone Number ✉ E-mail Address

—*Focus of Interest:* **ENGINEERING ▪ FACILITY ENGINEERING MANAGER ▪ PROJECT MANAGER**—

SUMMARY OF QUALIFICATIONS

Accomplished and dedicated electrical engineer with knowledge of engineering applications and mechanism. Innovative professional who builds teams, creates relationships, and earns trust through positive, transmittable energy. Equipped with strong analytical and practical application of engineering technology, supplemented with hands-on reliability. Remarkable on technical details while making effective technical contributions at higher levels. High-impact professional respected by colleagues / superiors; strategically and tactfully resolves problems.

CORE COMPETENCIES

- Excellent Communication Skills
- Leadership and Team Building
- Project Coordination / Management
- Mechanical Activity
- Computer Skills (MS Excel, MS Word)
- Strong Analytical Abilities
- Employee Relations
- Customer Service Relations
- Control Systems (Modbus for PLC systems)
- Excellent Work Ethic
- Strategic Planning
- Superior Interpersonal Skills

EDUCATION

Bachelor of Science in Electrical Engineering: 2005
North Carolina State University ▪ Raleigh, NC

TRAINING

- ♦ Ingersoll Rand training programs AS101 Air Solutions 101 (Basic Compressed Air Systems)
- ♦ AS102 Air Solutions 102 (Intermediate Compressed Air Systems)
- ♦ AS201 Air Solutions 201 (Advanced Compressed Air Systems , PSS200 Productivity System Solutions 200 (pneumatic tools, cranes, hoists, and other devices that require compressed air)
- ♦ Circuit City training MECP certificate (Mobile Electronic Certification Program)
- ♦ Hoerbiger Sales Training by Peak Solutions

CAREER OVERVIEW

- ♦ Coordinated with clients and presented parts and service for rotating equipment
- ♦ Effectively provided solutions to assist clients in developing reliability and efficiency of compressed air system
- ♦ Efficiently utilized and applied capacity to accurately read and interpret data received from IntelliSurvey 3.0 software and presented information to customer center managers and sales professionals
- ♦ Established curriculum for 250 employees on IntelliSurvey 3.0
- ♦ Initiated meeting with customer centers and distributors across enterprise to prepare for training
- ♦ Supervised and collaborated numerous stages of curriculum development including development of test cases, training material, and creation of operations manual for future employees
- ♦ Effectively served as medium between IT department and software programmers
- ♦ Updated existing curriculum to reflect technical and process changes
- ♦ Collaborated inside sales functions concerning sale of complete machines and related parts
- ♦ Provided strategic direction in coordinating sales engineers on all activities in their territories relative to air compressors, business activity, and competitive activity

Thomas Clark

📍 Address

☎ Telephone Number ✉ E-mail Address

WORK HISTORY

HOERBIGER SERVICE NORTH AMERICA ▪ POMPAÑO BEACH, FL

SALES REPRESENTATIVE

2007-PRESENT

INGERSOLL RAND

ACCOUNT MANAGER ▪ DALLAS, TX

2006-2007

TRAINER ▪ DAVIDSON, NC

2005-2006

APPLICATION ENGINEER ▪ GREENSBORO, NC

2005

MISSIONVALLEY ▪ RALEIGH, NC

SERVICE MANAGER

1999-2005

CIRCUIT CITY ▪ RALEIGH, NC

SECURITY AND SOUND SPECIALIST

1998-1999

AWARDS

- ♦ Winning team member of Race for 8 - Parts race with all Ingersoll Rand Customer Centers, Greensboro, North Carolina. Placed first with largest percentage improvement over previous year
 - ♦ Placed 2nd in Dash for Cash in 2005 - Generated \$240,000 increase in light compressor sales
-

AFFILIATION

- ♦ Member, NTAEE (North Texas Association of Energy Engineers)