

## EDUCATION

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2016 – 2018	<b>RICE UNIVERSITY, JONES GRADUATE SCHOOL OF BUSINESS</b> Candidate for Master of Business Administration (MBA) degree, May 2018 Consulting Club Member, Entrepreneurship Club Member	HOUSTON, TX
2005 – 2010	<b>IOWA STATE UNIVERSITY</b> Bachelor of Science in Aerospace Engineering Minor in Non-Destructive Evaluation Member of NCAA Men's Track and Field Team	AMES, IA

## EXPERIENCE

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2012 – Present	<b>BAKER HUGHES, A GE COMPANY</b> <b>Commercial Proposals Manager - Turbomachinery &amp; Process Solutions</b> <ul style="list-style-type: none"><li>Managed transactional commercial operations including: bid preparation, order processing and fulfillment, and scope negotiations for \$15M in revenue over 10 clients</li><li>Minimized client downtime by collaborating with sales team to deliver critical parts and field services</li><li>Spearheaded ongoing process improvement project for shop repairs of industrial machinery</li><li>Worked with management to develop price and margin targets for multiple strategic deals</li><li>Won \$100K+ orders by analyzing historical market segment and pricing data</li><li>Developed Excel model to apply complex contractual discounts and pricing strategy to \$10M services order</li></ul>	HOUSTON, TX
2012 – 2016	<b>GE OIL &amp; GAS</b> <b>Lead Application Engineer Specialist-Turbomachinery Solutions</b> <ul style="list-style-type: none"><li>Generated over \$100M in orders in first half of 2015 in coordination with sales and commercial operations</li><li>Created and delivered technical presentations to clients to introduce new GE products and solutions</li><li>Worked directly with leadership teams to expand market penetration during challenging market cycle</li><li>Identified conflicting processes for implementing cost models and collaborated with senior management to develop and implement solution</li><li>Coordinated among various teams including engineering, project management, and sub-suppliers to maintain efficient and effective communication with clients throughout bid process</li><li>Selected for three-month assignment at European headquarters and leveraged experience to increase collaboration amongst international teams</li><li>Won projects across several highly competitive market segments including LNG, pipeline, and offshore</li></ul>	
2010 – 2012	<b>APPPLUS-RTD</b> <b>Senior Field Engineer- Pipeline Integrity (2011 – 2012)</b> <ul style="list-style-type: none"><li>Responsible for training six new field engineers and technicians</li><li>Managed pipeline integrity projects in the field across twelve different states</li><li>Guided onsite activities among several different sub-contractors to ensure efficient project execution</li><li>Delivered technical results to clients and coordinated with engineering to prescribe corrective actions</li><li>Conducted interviews of new candidates to expand field engineering operations in North America</li></ul> <b>Field Engineer-Pipeline Integrity (2010 – 2011)</b> <ul style="list-style-type: none"><li>Evaluated critical defects in pipeline assets to client specifications</li><li>Compiled technical data to complete comprehensive reports documenting clients' assets in the field</li></ul>	HOUSTON, TX

## ADDITIONAL INFORMATION

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### Research Assistant – Center for Non-Destructive Evaluation (Thermography Group)

- Designed test bed to gather data for groundbreaking scientific studies in non-destructive evaluation
- Developed standard operating procedures for innovative data acquisition system

### Research Assistant – Aerospace Robotics Lab

- Performed wind tunnel experiments with flapping flight test bed
- Led team effort to develop control logic for flapping wing synchronization using Simulink

**Activities/Volunteer:** Iowa State University Alumni Ambassador, Student Athlete Advisory Council member, Volunteer Assistant Track and Field Coach Iowa State University