

Brian Stephens, E.I.T., LEED AP

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A Mechanical Engineer with comprehensive sales experience, I am seeking full-time employment that will allow me to utilize my LEED Accreditation toward leading project teams and creating systems that maximize energy-efficiency and sustainability.

Summary of Qualifications:

- LEED Accreditation (*May 2009*)
- Proficient technical knowledge with an ability to acquire new technical skills easily
- Enthusiasm to learn and perform tasks at the highest-level
- Confident in balancing competing needs and prioritizing tasks
- Demonstrated ability to work in a collaborative, courteous and professional manner with clients, colleagues, and senior executives
- Excellent computer skills with a commitment to learning new software programs

Industry Background:

Inside Sales Engineer

Temperature Equipment Corporation, Lansing, IL

June 2008–Nov 2010

Consult with engineers on HVAC equipment selections and provide performance data for use in mechanical drawings; Provide expertise on energy-efficient products allowing for significant long-term return-on-investment; Utilize HAP software to illustrate energy savings comparisons between HVAC systems (Chilled Water, DX, Geothermal); Consult on LEED design-build projects such as Old Town School of Folk and the Molloy Residence; Assist contractors on quoting equipment for replacement and new construction projects and equipment selections for design-build jobs; Provide exceptional and timely support to four territory managers and over 150 contractors and engineers.

Selected Accomplishments:

- Increased new customer sales by 30%+
- Increased quotes and equipment selections by 20%+
- Instrumental in building relationships and securing new business arrangements with contractors who consistently purchased equipment from competitors

Mechanical Engineering Intern

Sargent & Lundy / Fossil Fuel Division, Chicago, IL

May 2006–August 2006

Analyzed and amended engineering drawings and PID's; Researched the efficiency and economics of various power plant cooling towers; Investigated problems associated with a boiler feed pump systems

Education:

BS in Mechanical Engineering

University of Colorado / School of Engineering, Boulder, CO

Additional relevant courses: Construction Management, Global Engineering, System Dynamics, Heat Transfer, Thermal System Design, Electronic Packaging & Manufacturing

Notable Accomplishments:

- ***Patent Pending:*** Exercise bike handlebar adjustment system. Created together with four other team members during our University of Colorado Senior Design Project for Nautilus Inc.
- Qualified for Junior Olympics in Rocky/Central Division in Alpine Ski Racing

Leadership & Activities:

Executive Council Secretary / Pi Kappa Alpha Fraternity

- Key leadership roles in recruitment, chapter and executive council meetings
- Risk Awareness Chairman – Planned and oversaw risk mitigation for all chapter events
- Alumni Relations Chairman – Responsible for Founders Day and Alumni Events

Computer Skills:

Proficient in Solid Works, MathCAD, Mat Lab, VBA, Excel, Word, PowerPoint and Access