**ROBERT B. MARSZALKOWSKI**

**(414) 477-2288 robertmski@msn.com**

**Wauwatosa, WI 53226 linkedin.com/in/robert-marszalkowski**

**Summary**

Application Engineer Highly experienced in technical account management and support. Effective and knowledgeable in Sales support (pre and post) and CRM applications. Strong and positive communicator working with representative sales and direct customers across many platforms. Excellent problem-solving skills and solution processes. Exemplary knowledge of CAD applications and incorporating and modifying old designs to create new designs. Material handling expert.

**PROFESSIONAL EXPERIENCE:**

**Perlick Corp. June 2019 to June 2020**

Milwaukee, WI 53223

Reason for Leaving: Covid-19 downturn

**Application Engineer**

Position worked closely with Sales Representatives from initial customer contact through post sales follow-up. Responsibilities included quote preparation, cost estimating, AutoCAD customer drawing creation, engineering assistance and product support. Increase productivity 25% through use of drawing templates to create drawings.

**CNH Industrial Dec 2018 to May 2019**

Racine, WI 53402

Reason for Leaving:6 month contract

**Assoc. Product Marketing Manager**

Created sales opportunities by comparing Equipment Sales over previous years to parts sold currently and creating a correlation between the them. Created sales campaigns for Advanced Farming Systems, cutting edges for Combines and other duties as required.

**Rud Chain Inc.**  **Jan 2016 to March 2018**

Hiawatha, IA 52233

Reason for Leaving: Company Closed

**Technical Sales Manager**

Created and developed regional and national leads. Traveled 50% of time. Grew annual product sales volume to $1.25+ million in year 2 of sales cycle. Coordinated inside sales staff and negotiated shipping terms and shipping costs with customer. Set and continually managed projects from concept through year 1 ownership. Created quoting spread sheets, helped initial use of Salesforce. Sold precision link chain and material handling equipment for the plastic industry.

**WM Berg Div. of Rexnord Feb 2012 to Jan 2016**

Cudahy, WI

**Application Engineer**

Responsibilities included training 12 Customer Service Representatives / estimation personnel in WM Berg product portfolio. Worked extensively with customers and regional managers to develop technical sales processes. Helped obtain marketing data through industry sources and worked with vendors to redesign company website. Trained manufacturing representatives and distributors in the use of and application of WM Berg products and sales. Helped implementation of Salesforce. Worked with Soildworks, AutoCAD 2D, developed Excel pricing sheets.

**Tecnetics Industries Inc. Nov 2009 to Feb 2012**

St. Paul, MN 55110

**Western Regional Manager Aggregate Sales**

Regional sales manager for Western United States and Canada. Set sales goals for representatives of process equipment. Quoted and supported the aggregate, cement and mining processors with weighing equipment and process control systems to create batching solutions, traveled 40% of the time covering North America and Canada. Increased sales year over year while coordinating sales territories in eleven states. Hired and fired Reps within the network. Used AutoCAD, created companywide excel pricing spread sheets. Traveled to India to create joint venture in Dec 2011.

**Schenck Process Nov 2007 to April 2009**

Whitewater, WI

**Application Engineer Heavy Process Control Equipment.**

Reason for Leaving: let go in third round of reductions in staff)

Created and priced alternative fuel systems for the cement production plant industry.

Duties included creating quotes, liaison with outside sources to develop pricing and engineering concept drawings to help regional sales manager achieve sales quotas. Industries included process equipment for mining, steel process, wallboard, and gypsum companies. Used AutoCAD, created excel pricing sheets.

# Argus Technical Services July 2007 to Nov 2007

**Marking Systems Inc**.

Marked up P&ID engineering drawings for Marking Systems Inc. a temporary contract. These drawing were used to locate pipe tags.

**Cumberland Engineering November 2006 to June 2007**

New Berlin, Wisconsin 53151

**Application Engineering/ Sales**

Located new accounts and sales opportunities for plastic Granulator Company in Wisconsin and Illinois. Attended trade shows. Retained and maintained existing customers and re-evaluated needs. Position required providing field service representation by troubleshooting equipment issues, electrical and operational problem solving, machine set up and placement. Quality assurance inspections for safety and service requirements.

**Techmaster Inc. July 1998 to November 2006**

Menomonee Falls, WI 53051

**Product Manager (Special Equipment and Aluminum Framing Sales)**

Managed team of 7 salespeople in WI and Upper MI and team of 4 production staff, Designed, quoted, and purchased engineered parts. Achieved 50%+ quoting process productivity through development of comprehensive spreadsheet analysis tool. Achieved 42% sales increase in 4 months through creative customer outreach activities and leverage of supplier sales volume discounts. Created and launched new value extrusion product line, which generated ~30% cost reduction in secondary supplier purchases and significant gains in sales margins and profitability.

**EDUCATION**

Associates Degree, Mechanical Design Technologies, Milwaukee Area Technical College, Milwaukee, WI

Engineering Coursework, University of Wisconsin – Milwaukee, Milwaukee, WI

Business Administration Coursework, University of Phoenix

**Organizations**

Member of Wauwatosa Mayfair Rotary Club 1991 to 2002 then 2017-present

President of Wauwatosa Mayfair Rotary Club 1999-2000, 2020-2021

Professional Exchange Program to Australia 1991

Teacher of Religious education 9-10 grade St Jude 2013-present