

# BENJAMIN ANDREW HETTLER

102 East 3<sup>rd</sup> Avenue • Columbus, OH 43201  
benhettler@gmail.com • 740.334.2760 (cell)

## OBJECTIVE

To secure a full time position in Manufacturing or Product Development areas which will utilize my technical and problem solving abilities obtained through Mechanical Engineering course studies and work experience.

## SKILLS

**Communication:** Excellent verbal and written communication skills developed through technical sales position. Responsible for meeting with customers to define their product needs and then working with the company's engineering department to create design specifications for manufacturing.

**Self Motivation:** Leading company expansion into thirteen western states currently not producing any business. Continuously improved upon my ability to cold call and obtain face-to-face meetings with prospective clients. Solely responsible for planning sales trips (i.e. scheduling meetings and all travel details).

**Product Expertise:** Learned new product line - *pneumatic and hydraulic machinery for testing and calibration of electro-mechanical products*. Advanced my understanding of the manufacturing and testing processes through hands-on experience.

## WORK EXPERIENCE

**Delta Metrics Inc, tecsis Corp. DBA**

**Worthington, Ohio**

**Oct. 2011 - Present**

### **Technical Sales Engineer**

- Sell electro-mechanical products including load cells and pressure transducers to customers in the aerospace, oil & gas, other related industries.
- Tasked with goal of developing new business in 13 Western US States.
- Responsible for evaluating customer needs and recommending product solutions to meet their requirements.
- Utilized MS Outlook and Sage ACT! Contact and Customer Management software to document and coordinate all customer activities. Trained inside Sales team.
- Continually improve sales techniques through travel with other Sales Reps and by attending external Sales Training course (Sandler Training).

**Owens Corning Science & Technology Center**

**Granville, OH**

**Summer 2009**

### **Research and Development Internship**

- Assisted in development of a new Residential Insulation product – EnergyComplete™
- Experimented with product formulation to optimize product properties
- Gained valuable experience working in R&D environment with a project team

## **EDUCATION**

### **Miami University**

**Oxford, OH**

**2007 - 2011**

#### **B.S. in Mechanical Engineering**

- Graduated August, 2011
- 3.2/4.0 GPA
- Courses included: Heat Transfer, Machine & Tool Design, Advanced Mechanics of Materials, Vibrations, Quality Planning & Control, Control of Dynamic Systems, and Manufacturing Processes

### **MUDEC Summer Program**

**Luxembourg**

**Summer 2010**

#### **Student Abroad – 6 week program**

- Completed 9 credit hours in History and Current Affairs of European Culture
- Lived with a host family in Luxembourg City

### **Class Achievements**

#### **Senior Capstone Project**

- Designed and fabricated a transonic wind tunnel (Mach 1.3)
- Major technical challenge was to reduce exit airspeed to a safe level (16 MPH)
- Utilized compressible flow equations to optimize the diffuser choke dimensions
- Fabrication equipment used: plasma cutter, welder, metal brake, mill, and hand tools

#### **Client Project**

- Evaluated Introductory Engineering course and made recommendations for improvement to the Engineering Faculty
- Conducted on-line survey and personal interviews with Engineering students

### **Additional Course Experience**

#### **Heat Transfer**

- Designed a shell & tube heat exchanger capable of cooling air from 1300°C to 200°C
- Researched heat exchanger designs suitable for extreme high temperatures
- Utilized mass flow rate equations to optimally size cooling fluid and exchanger

#### **Quality Planning & Control**

- Analyzed problem in quality control of fuel system cleanliness
- Utilized Six Sigma tools to determine process capability

#### **Machine and Tool Design**

- Designed a 70 part injection molding die
- Optimized sprue, channels, cavity and vents to achieve desired cycle time.
- Estimated the die life based on material and required clamping force

## **ADDITIONAL KNOWLEDGE**

- NX5 (3D computer modeling program)
- JAVA, CAD, and Autodesk Inventor
- Microsoft Office (Word, PowerPoint, Outlook and Excel)
- Use of a Voltmeter and Digital Oscilloscope
- Understanding electrical circuits, specifically the Wheatstone Bridge Configuration
- Understanding and applying strain gage knowledge to customer applications
- ISO 9001 Certification Process