

RESUME

**Pamela D. Ehrman
815 Sir Galahad Drive
Lafayette, CO 80026
303-263-2929, ehrman.pam@gmail.com**

SUMMARY OF QUALIFICATIONS

- 35 Years experience in Inside Sales, Outside Sales, Marketing, Supply Chain Management, Inventory Control, Procurement, Materials/Inventory Management, Engineering Advocacy and Electro-mechanical Engineering with Colorado Electronic Distributors, Manufacturer Representatives, Contract Manufacturers and OEM's. This included sales (and purchasing) of active, passive, mechanical and electro-mechanical components as well as PCB layout, kitting, Bill of Materials reviews, and value added services. Experienced in ISO 9001:2015, GS 9000, RoHS, Lean Manufacturing and most quality requirements, procedures and certifications thereof.
- Extensive product and documentation process knowledge including microprocessors, memory, ASICS, DSP'S, crystals and crystal oscillators, capacitors, resistors, metal commodities and plastic component requirements, connectors, and manufacture of cable assemblies and box builds.
- Well-informed and highly experienced with major manufacturers including Lockheed Martin Coherent Technologies, Mitsubishi, Samsung, Vishay, Amp/Tyco, Intel, 3M, Kemet, Fairchild, Deutsch, Molex, Amphenol, Delphi, On Semiconductor, ABB, Cutler-Hammer (and many others).
- Large customer following and vendor base in Colorado as well as international. Excellent rapport with reps, distributors, former employers and fellow employees.
- Extensive knowledge of corporate computer systems and most PC applications including Word, Excel, Adobe, Autocad, Power Point and the desire to learn new systems.
- Extensive knowledge of government requirements and required documentation thereof.
- Fortitude to do the job right and find the correct answer to any question/issue no matter what.
- Experienced at Reverse Engineering electronics, electro-mechanical drawings and bill of materials for the benefit of integrating the information into the corporate system with sources and prices.
- Complete Program/Project Management from drawing to delivery including PCB Assembly.

CAREER EXPERIENCE

Radiometrics Corp., Boulder, CO

June 2016 to February 2019

Position: Materials Manager

Radiometrics is an OEM of Atmospheric Measuring Equipment.

As the Materials Manager for three separate product lines in two facilities, I managed all procurement and inventory functions including vendor cost negotiation, purchase order creation/placement, materials receipts/materials data processing, cash flow forecasting, Bills of Materials review, inventory assessments, internal job tracking, job kitting and manufacturing data entry. I also provided general assistance to the V.P. of Manufacturing in matters related to ISO 9001:2015, new customer order/contract review and I provided accounting support. When new product lines were acquired, I was tasked with organizing the intellectual property and inventory in a manner that was accessible and consistent with Radiometrics' business practices.

Instrutech Inc., Longmont, CO

June 2011 to June 2016

Position: Inside/Outside Sales, Program Manager/Supply Chain Manager

Instrutech is a Contract Manufacturer and Instrumentation OEM.

My duties included all marketing, inside sales, outside sales, customer service, technical project management, document control, supply chain management, new product development, and PCB assembly quotes and cost analysis for the Contract Division of Instrutech Inc. Within my first year, I brought in numerous new accounts resulting in at least 6 new regular customers and projects (3 of which exceeded \$500,000 in revenue during my second year). I continued to increase overall monthly bookings by \$78,000, increased sales in 2013 by \$789,000, and during my third year with Instrutech I acquired new customers with sales exceeding \$845,000. I also increased employee knowledge of electronic and electromechanical products and brought onboard valuable vendors and contacts needed for efficient price and delivery.

Walker Component Group, Denver, CO

June 2004 to June 2011

Position: Supply Chain Management, Quoting and Engineering

The Value Added Department at Walker Component Group is a fairly large electronic and hardware distributor and contract manufacturer of cable assemblies, box builds and all value added services.

Starting in June 2004 I handled engineering issues and quoting of all assemblies. At that time, Walker was hand-writing all quotes and keeping all paper files. I completely updated all computer procedures (revising hand written to digital procedures). Due to more accurate procedures implemented, Walker Value Added was profitable for the first time in history. I

managed all quotes and engineering correspondence for top accounts such as Mitsubishi Electric Automation along with government accounts including the U.S. Navy and wind turbine manufacturing contracts. Business quadrupled. I further brought in new business resulting in a \$5 million year in 2007, improved the vendor base and quality awareness (as well as ensuring a steady revenue increase every year thereafter).

Jaco Electronics, Westminster, CO

March 1999 to March 2003

Position: Sales, Branch Operations Manager

Jaco Electronics is a large national distributor of active, passive and electro-mechanical components as well as industrial products including motors, fans and tie wraps. I was hired to open and operate their Colorado branch and improve sales. I doubled their customer base during the first six months (the territory included OEM's, contract manufacturers and value added accounts). I was responsible for all branch operations.

Flextronics International, Longmont, CO

July 1998 to March 1999

Position: Buyer, Quote Manager

Flextronics is one of the world's largest contract manufacturers. I was originally hired as a quote manager in the World Wide Quote Center of Flextronics International. Duties included processing of large quotes including sourcing, pricing and delivery of all products from electronic components to metal fabrication and injection molded parts. Later, I was moved into a buyer position which included procuring, scheduling and monitoring of all items.

ASC Capacitor/ASC, Louisville, CO

July 1997 to March 1998

Position: Account Manager

ASC is a large manufacturer of film capacitors. My responsibilities included inside sales and customer service on all government and automotive accounts. Duties included negotiating contracts, engineering and rep interface, and overseeing stock programs. I more than doubled sales in my assigned territory in the first year. Unfortunately, the company closed shortly thereafter due to a product failure.

Integrated Electronics Corp (IEC), Denver, CO

March 1994-June 1996

Position: Account Manager

IEC is a large national distributor of electronic components ranging from logic and memory to passive and electro-mechanical devices.

I was hired to maintain and increase sales in their “larger customer” account base and to increase recognition of IEC in their smaller customers with growth potential. I increased sales by over 30% with customers including (but not limited to) Advanced Energy, Nighthawk Industries, Safetran Traffic Systems, Conmed/Aspen Labs, Arrakis, Cocklear Corp., Ion-Tech and ValleyLab.

Acacia/Deanco, Lakewood, CO

March 1986 to May 1993

Position: Account Manager

Acacia/Deanco was a national distributor of electronic components and related products. I was hired in 1986 to increase their customer base and to increase sales with existing customers. I added more than twenty new accounts and increased gross sales by more than \$100,000 in first year. I was their Senior Inside Sales person for over 3 years with Responsibilities including sales, marketing, controlling large customer accounts and training new employees. I further increased the gross margin of their accounts by more than 15% in my last 12 months.

Waco Electronics, Commerce City, CO

February 1981 to February 1986

Position's held: Inventory Control, Inside Sales and Purchasing

Waco Electronics is an industrial electronics and adhesive distributor in Colorado and surrounding states. I started in Inventory Control and learned about all products, procedures, manufacturers and customers. I managed all inside sales, purchasing of industrial and aerospace adhesive's, conformal coatings, lubricants and components for all customers such as Honeywell, Hewlett-Packard, Martin-Marietta and other major accounts in the Rocky Mountain Region. I increased their customer base and sales by more than 30% in 5 years.