

# Rodrigo Ramos

## **Introduction**

My life path has lead to my career path. At 33 I've found myself with 18 years of experience experience in the Manufacturing Industry. 17 Years working in Quality. 14 Years working in Engineering Departments. 7 Years in Sales, Marketing, and Company Leadership. Of those- the last 12 years have been in the cutting tool industry. I truly enjoy finding solutions to problems. I am hoping to work at a company with a clear vision, who can define goals and plans for the future.

## **Education**

### **University of Maryland Eastern Shore**

**Graduated 2015**

B.S. Engineering with a specialization in Mechanical Engineering. Represented engineering students at ground breaking ceremony of new engineering building. Senior Design Project on the material properties was published in ASEE. Paid research assistant.

### **James M. Bennett High School**

**2006-2009**

Partook in a vocational school program called High Performance Manufacturing. This is where my foundation in Manufacturing begun. I ground my first cutting tools before I could drive. Learned to work with manual lathes and mills. Used Precise measuring instruments. Did my own CNC programming and setup, as well as worked with Solidworks and Mastercam. Earned 1st Place in regional Skills USA competition. Graduated top of my class from the program and earned the Outstanding Senior Award for excellence in the HPM program.

## **Experience**

### **MSI**

**2008-2010**

A manufacturing company located in Salisbury, MD. Most of their contracts were parts to be used by the military, so accuracy and precision were a must. Worked as a general Intern for my senior year of high school and for three summers as well. Worked in various positions but most of my time was concentrated in quality control, production, and assembly.

### **MaTech Solutions**

**2011**

Worked as an engineering intern for the summer of 2011. Used Solidworks and Vericut to design a virtual shop floor for the engineers to test programs prior to running them on machines. This increases efficiency and reduces the possibility of machine crashes. Attained more experience with CNC programming and set up by working closely with the engineers.

### **Sonic Tools LP-Intern (2013-2015) ; Quality Control Manager 2015- Present / Inside Sales Engineer 2018-Present**

Started as an engineering intern. During the internship I developed Quality Control processes. Hired upon completion of degree as Quality Control Manager. Currently I manage Quality Control, Drafting, and Engineering. I also have written processes and trained employees in ERP procedures, Inventory, Shipping and Receiving, and laser marking. I have spent time at Sonic on extensive testing and implementation of our ERP system. I have been selling, engineering and designing carbide cutting tools since 2018. This includes collecting customer requirements and translating them into a cutting tool that best works for their applications. [www.soniclp.com](http://www.soniclp.com)

## **Skills**

Problem Solving (Engineering)

Inside Sales

Outside Sales

Sales Management

Quoting

Sourcing and Logistics

Planning and Scheduling

Cutting Tool Engineering and Design

GD&T

AutoCad

SolidWorks / Inventor

Office 365

Quality Management

Material Properties

Procedural Implementation

Epicor ERP