

Neil McCarthy

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Portfolio: <https://goo.gl/7t5DtQ>

Aspiring technical sales professional with a bachelor's degree in Mechanical Engineering. Experience developing contract bids including a successful United States government contract worth around \$100 million among others. Traditional sales training and experience from a niche IT staffing and consulting firm. Through my experience in sales I have grown passionate about client success and articulating complex products in a simple way. I enjoy golfing, skiing, and traveling.

EDUCATION

2014 - 2019

Northeastern University | Boston, MA

Bachelor of Science in Mechanical Engineering

WORK EXPERIENCE

Jan-Jun 2018

LABUR Consulting | Tactical Sales Coop | Boston, MA

- Sold niche consulting services to the IT departments of companies throughout New England
- Made around 100 cold calls per day to various IT leaders
- Used LinkedIn and Bullhorn to identify decision makers in areas the company was focusing on
- Prepared the CEO for all meetings complete with company research and summaries of prior conversations

Jan-Jun 2017

L3 Technologies | Proposal Administrator Coop | Woburn, MA

- Wrote Proposals for government contracts in over 10 countries including a United States DHS contract worth approximately \$100 million
- Coordinated with specialists within the company to provide potential customers the documents, files, and proposal information
- Organized and led meetings with 6 different departments within the company to decide whether to bid on a contract
- Regularly contacted contractors in foreign countries to obtain information to incorporate into proposals

Jan-Jun 2016

Senior Aerospace | Project Engineer Coop | Sharon, MA

- Wrote test reports and tracked the progress of cycle tests for Research & Development projects to test technologies such as kolsterisation, a new bellows design, and silicon coatings and presented the results at weekly meetings
- Researched how the company could prevent galvanic corrosion in their products to improve the life of various products
- Established a single system to track changes for document revision analysis saving engineers hours of time per document

APPLICATIONS

Word

Excel

Visio

PowerPoint

Bullhorn CRM

Jama

SharePoint

OneNote

SolidWorks

Sony Vegas

Oracle

AutoCAD