

Robert Hilton

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Summary

Talented Sales Engineer with over 20 years of sales experience in designed and manufactured products and services. Traveled all of most North America and Western Europe. Looking for direct customer experience direct or remote. Authorized to work in the US for any employer. Excellent attention to detail to manage processes and timelines to accomplish the tasks at hand. www.robert-hilton.com

Skills

- Price Analysis
- Business Growth
- Account Management
- Financial Reporting
- Documentation
- Contract Negotiations
- Strategic Planning
- Lead Prospecting/Cold Calling
- Autocad/Microsoft Office
- SAP
- Quality Inspections (APQP, PFMEA, FAI)
- ASME Codes and Standards
- Market Research
- CRM Software
- Knowledge of Metallurgy and Manufacturing

Experience

11/2000 - 10/2013

Product Manager, **BOA Group**, Cumming, GA

- Hired to grow the North American business and went from \$150,000 per year to \$8.5 million per year. Responsible for outside technical sales/consulting with initial designs/drawings to aid the engineers in North America. My focus was on key OEM customer accounts (Schott Solar, GE, Parker Hannifin, Eaton, Invensys, Stanadyne - Mercedes Benz)
- Adaptive to long sales cycles due to initial design, production drawings, FAI reports, PPAP, FMEA documents. Most of my work was with custom made solutions for each individual demand.
- My first priority is customer service. Open communication is always a priority. Integrity in this business is a plus. Aided in tooling and machine design for manufacturing.
- Coordinated special projects with affiliated companies in Germany, Switzerland and France.
- Developed product roadmaps to help guide the development of new products.
- Managed cross-functional teams across departments, including engineering, marketing, and sales. Teams ranged from 5-10 colleagues.
- Created processes and procedures that ensure high quality products are delivered on time.
- Identified customer needs through user interviews, surveys, focus groups, and other feedback mechanisms.
- Drafted presentations for internal review meetings and external events such as trade shows or conferences.
- Participated in design reviews to ensure usability standards are being met throughout the product development cycle.
- Led project planning sessions to map out timelines for feature releases.
- Performed post-launch analyses to measure success of feature rollouts.
- Negotiated contracts with vendors related to product components or services.
- Provided technical guidance during troubleshooting efforts when needed.
- Worked with engineers to improve user experience and confirm builds meet user specifications.

04/2015 - 04/2017

Business Development Manager, **KETTENWULF, Inc**, Austell, GA

- Identified potential clients, built relationships, and negotiated contracts.
- Developed and implemented strategies to increase sales and market share.
- Maintained a database of existing customers and prospective leads.

04/1994 - 11/2000

Manager - Associate, **Tolson Simpson & Associates**, Norcross, GA

- Responsible for key accounts in HVAC, Electrical, Plumbing design and implementation.
- Projects included hotels, restaurants, schools, universities, office renovations for major chains and local start ups.
- Experience in specifying, boilers, chillers, condensers, RTU's and various air handling equipment.
- Existing building HVAC, Electrical, Plumbing and control systems inspections and full document reports for mergers or acquisitions.
- PID experience
- Coordinated and communicated with architects other engineering disciplines and contractors
- On site building inspections were a must. From the beginning of construction until the final. Traveling throughout the US.
- Presentations of proposed designs.

05/2017 - Current

Sales Broker, **Medical Mutual Insurance/ Kemper Health**, Roswell, GA

- Helped open a new satellite office for Kemper
- Finding individuals and families affordable health insurance
- All are customized
- Inside and outside sales
- Training new agents.
- Lead generation through networking, referrals and averaging 80-100 cold calls per day.

Education And Training

11/2001

Selling Skills And Sales Operations
Dale Carnegie Of Georgia, Atlanta, GA

- Completed Negotiation Course

12/1993

Bachelor Of Science, Mechanical Engineering
Auburn University, Auburn, AL

04/2004

Negotiations
Scotworks, Cumming, GA

Activities And Honors

- Enjoy sports, boating, reading, music and non-business traveling
- Coaching softball
- History experiences

Certifications

- Professional Engineer State of Georgia
- Life and Health Insurance License