

MICHAEL PENCILLE

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PROFESSIONAL EXPERIENCE:

Mayr Corporation - Sales and Marketing Manager - Mahwah, NJ **2014 - 2017**

- Managed all aspects of an international sales division with responsibility of over 10 employees including Regional Sales Managers, Inside Sales Reps and Manufacturing Reps
- Increased yearly sales and profitability by 40% through effective SEO, marketing and advertising campaigns
- Developed marketing plans to expand customer base and market share based on market research, analytics and customer surveys
- Created a new quoting system to increase efficiency and productivity
- Led annual budget meetings and sales forecasting strategy
- Attended tradeshow and conventions to expand business and educate prospective clients on products
- Administered all aspects of top accounts in North America, including engineering, quoting and final project delivery

SMC Corporation of America - Project Manager, Life Sciences Group - New York, NY **2011 - 2014**

- Managed multiple projects from initial design stage through final delivery across global markets
- Supervised team with various job functions including marketing, engineering specialists and product developers
- Oversaw \$6 million worth of development projects, delivering under budget and adhering to strict timelines
- Consulted with medical and pharmaceutical companies in order to identify and solve client challenges
- Coordinated supply chain of products and services across Japan, China, Europe and the United States
- Modeled operational costs and performance metrics to develop methods of cost reduction
- Researched internal and industry data to identify business trends and promote corporate growth

Sales Engineer **2005 - 2011**

- Cultivated relationships with firms across food and beverage, pharmaceutical, semi-conductor and industrial sectors to scope, design and test customized manufacturing equipment
- Initiated and evaluated new business ideas to drive corporate growth by facilitating in person meetings. Such solicitation increased revenue 10-20% and generated more than \$5 million in sales
- Negotiated projects with C-suite members and engineers to provide optimal solutions within budget parameters
- Created financial models that involved detailed analysis of each project to improve productivity and ensure cost savings such that additional cash flow generation would yield the client's return on investment
- Actively involved with external and internal training initiatives

Application Engineer **2004 - 2005**

- Designed automation and robotics systems that were sold or leased to clients
- Provided technical support and problem solving directly to clients
- Supervised a team responsible for interviewing candidates for the Leadership Development Training Program
- Presented quarterly proposals to management regarding cost reduction programs and energy efficient initiatives

EDUCATION

New York University, Leonard N. Stern School of Business - New York, NY **May 2012**

Master of Business Administration

Specializations in Marketing, Finance and Economics

Clarkson University - Potsdam, NY **May 2004**

Bachelor of Science, Industrial Engineering

Specialization in Supply Chain Management

ADDITIONAL INFORMATION:

- Proficient in Microsoft Office (Excel, Access, PowerPoint, Word), financial modeling, Matlab, R, SPSS, SQL and AutoCAD
- Interests in running, snowboarding, golfing, hiking, cooking and home brewing