

WAYNE E. SHARPE
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CAREER SUMMARY

An experienced professional with high focus on technical design & sales, engineering, manufacturing, illustration and research. Skilled in clarifying conceptual, strategic and technical issues with a powerful commitment to customer satisfaction. Possesses a strong work ethic, applying time management skills, in addition to excellent communication, interpersonal, organizational and analytical skills. Extremely effective in time sensitive business environments, while maintaining close attention to procedural detail, anticipating needs and maintaining tight quality control. Familiar with all aspects of technology transfer, costing, billing and budgeting, with a proficiency in cost control.

PROFESSIONAL EXPERIENCE

ZIEHL-ABEGG INC., Greensboro, NC (international corporation based in Germany) 2008 – 2009
Associate Sales Engineer: Industrial Fans & Motors- North America (NAFTA)

- Worked to maximize profit margins while achieving sales targets and adhering to overall strategies.
- Developed new and maintain current OEM customer relationships throughout the Americas region via pro active overall support, troubleshooting, marketing, and pricing volume manufacturing quotes.
- Served as technical resource for the American and International region field representatives.

TENCARVA MACHINERY COMPANY, Greensboro, NC 2005 – 2007
Sales Application Engineer: Centrifugal Pumps

Advised appropriate equipment selection in an engineering distributor sales environment, determined pricing strategies to maximize profit margins. Worked within parameters of technical design specifications for a wide variety of manufacturing applications regarding fluid materials handling.

- Evaluated product performance of industrial grade centrifugal/positive displacement pumps such as ITT Goulds and Gorman-Rupp, in new or replacement applications using pump curve data.
- Provided technical sales support for appropriate metallurgy casing, impeller and mechanical seal selections due to job specifications with necessary motor/coupling equipment sizing requirements.
- Applied a positive approach to the submittal of accurate and timely proposals.
- Identified multiple cost savings opportunities while maintaining quality standards.
- Utilized computer based Goulds (E-Prism) proposal configurator technical selection program to effectively determine centrifugal pump assembly designations for industrial grade product line, while matching environmental factors and specialized design characteristics.
- Negotiated manufacturers' pricing for special projects to maximize profit margins.
- Facilitated custom designs by interfacing with sales, engineering, marketing, and manufacturing ultimately determining the customization's feasibility cost and providing a pricing quotation of optional adders.
- Researched alternate manufacturer selections for company strategy to target low-cost customization of projects, resulting in an increase of these sales.

WOMBLE CARLYLE SANDRIDGE & RICE, PLLC, Winston-Salem, NC**1986 – 2004****Patent Engineer / IP Researcher**

Extensive work with integral areas of patent law dealing with a wide range of technology for manufacturing companies, performing a multi-faceted role throughout the preparation and prosecution of design/utility patent applications. Conducted patent research on site at the U.S. Patent and Trademark Office, in addition to using database sources. Met with and/or communicated with the client's designers and engineers regarding follow-up information of new designs, mechanical and electrical inventions.

- Researched technology to assess relevance of proposed patent validity and/or evaluate claims in regards to products and specialized manufacturing processes.
- Prepared docketing schedule and monitored work flow for more than 10 attorneys, in addition to paralegals and support staff. Recognized for the ability to professionally adjust to work styles.
- Organized and coordinated a staff of freelance illustrators, providing training and supervision, effectively reducing operating costs.
- Coordinated projects, work flow and planning.
- Selected to travel to key customer sites, to manage and coordinate the documentation of illustration process for multi-function machines and processes.

SELF-EMPLOYED, Greensboro, NC**1982 – 1986****Patent Illustrator**

Performed freelance graphic and photography work for multiple intellectual property patent law firms, while obtaining a B.S. degree in engineering.

AMF HATTERAS YACHTS, New Bern, NC**1979 – 1982****Industrial Illustrator / Design Engineering Assistant**

Served in the design engineering department, assisting engineers with collection of data and test information with experimental techniques. Prepared illustrations for special installations of electrical, air conditioning and refrigeration components in new yacht prototypes. Interfaced with manufacturing personnel, especially with regard to design, construction and production.

EDUCATION & BUSINESS CREDENTIALS

BS, Industrial Engineering - North Carolina Agricultural & Technical State University, Greensboro, NC

AS, Technical Illustration - Alamance Community College, Graham, NC

Patent Searcher - U.S. Patent and Trademark Office.

TECHNICAL SKILLS

Six Sigma Black Belt Training, Adobe Acrobat Distiller, proALPHA MRP/ERP Software AG, Varied Manufacturer Computerized Machine and Materials Configurator Technical Selection Programs, Excel, MS Word, Outlook, Machine Shop Knowledge Skills, Inventory/Shipping Management, Photography, 3-D Design & Drawing, Adobe Illustrator and Visio.