

Vance Striloti, Ch.E

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Home: (925) 123-4567
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Sales Engineer / Account Executive

Water makeup • Steam boilers • Cooling towers • Water recovery systems

Sales engineer and account development professional with 10 years of development, marketing and sales experience in existing and emerging technologies related to the oil refining, food, galvanizing and large building HVAC industries. Account cultivation and management resulting in annual revenues of up to \$8 million. Published / patented chemical engineer with strong business acumen and recognition for developing short- and long-term solutions. Ability to strategize and think clearly under pressure, leveraging full range of analytical, communications and operational efficiency skills.

Areas of Expertise:

- Unit Monitoring & Tracking
- WWT Refinery Operations
- Feasibility Analysis
- Project Management
- Desalter Operations
- ABCC Membrane Systems
- Process Flow Diagram (PFD)
- Safety Training & Management
- Change System Management
- Slop Oil System
- Spiral Membrane Systems
- Waste Water Equipment & Systems
- Environmental Law Compliance
- Local & State Government Compliance
- Corrosion Monitoring

Familiar with Process Hazard Analysis (PHA), Process & Instrumentation Diagram (P&IDs), and Hollow Fiber Membrane Systems.

Technical Proficiencies: Microsoft Windows through XP
Microsoft Word, Excel, PowerPoint, Outlook; Mac literate; UNIX; FORTRAN

PROFESSIONAL EXPERIENCE

SENIOR ACCOUNT REPRESENTATIVE.....2000-present

Spaker Metrolite, Inc (a division of Maker Mues), Stockton, CA

A leading provider of specialty chemicals for the oil field, refining, and petrochemical industries.

Recruited for application and management of wastewater treatment chemicals for key wastewater facility client, COMPANY NAME REFINING (City Name, California), with emphasis on environmental compliance and team member assistance applying process chemicals for Company Name's refining operation (i.e., desalter, overhead corrosion, fouling, and hydrogen sulfide process chemistries).

Initiated idea to utilize unique membrane technology to refining out of local office. One of three principal members of marketing and development team responsible for bringing new ABCC ® membrane filtration system technology to refineries and oil field applications, culminating in 2005 revenues in excess of \$8 million. Team leader responsible for ABCC ® membrane field pilot work, application development and data collection.

Key Accomplishments

- Increased primary chemical account revenues annually by 14% over past two years.
- Developed ABCC ® membrane applications, allowing refineries to internally recycle 98% of formerly discharged water to treatment facility or POTW. When fully realized, ABCC technology applications will recycle 99.9% of the process water refineries typically discharge under permit and/or to treatment facilities.
- Patent co-author of ABCC ® membrane applications development, resulting in process patent and pending process patents.
- Acquired lead \$8 million sale of ABCC ® membrane system to account concerned with environmental compliance.

SALES ENGINEER ~ WATER TREATMENT SPECIALIST.....1996-2000
Projection Engineering, Inc, Emeryville, CA
Water treatment company specializing in steam boilers, cooling towers, wastewater and energy and water conservation.

Hired to lead boutique facility's water treatment sales, service and engineering activities related to over 40 greater San Francisco Bay Area steam boiler, cooling tower, and waste water treatment accounts. Responsibilities included water treatment sales, service and engineering to industrial laundries, property managers, food processing, process facilities, and municipal facilities including the NAME CORPORATION, COMPANY NAME COMPANY, LACOMPANYYEAST CORPORATION, PACIFIC GALAVANTING, and OAKLAND COMPANY NAME. *Reported to Owner.*

Key Accomplishments

- Increased company revenue by 50%, more than doubling account base from 20 to 45 accounts within three years.
- Optimized new account development efforts by decreasing existing account management time by 25% through streamlining of existing account service procedures.

LABORATORY ENGINEER.....1995-1996
Cyclops Multure Biotechnology, Inc, Emeryville, CA

- Streamlined laboratory procedures and developed additional business for inorganic water analysis of ground water samples.

RESEARCH ASSISTANT, DEPARTMENT OF CHEMICAL ENGINEERING.....1995-2000
University of California at Davis, Davis, CA

PROFILE

Education & Professional Development

B.S., Chemical Engineering, 1995
University of California at City Name Omitted

Performance Leadership/Management Leadership, Spaker Metrolite, Dallas, TX, 2005
Crude Unit Technology: Focus on Corrosion & Fouling in Refinery Crude Units, Spaker Metrolite, Dallas, TX, 2002
Communicate and Negotiate Value, Sales Training, Spaker Metrolite, Dallas, TX, 2001

Publication

V. Striloti and M. R. Beasley. 1996. "Kinetics of ABCD degradation by a nitrate-reducing mixed culture."
Pearl. Z. E. Acad. Sci. 123:456-789.

Patent

Full Patent Name Confidential. June 20, 2003