

SETH BLUMENTHAL

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SUMMARY OF QUALIFICATIONS

Business and engineering professional experience in heating ventilation and air-conditioning, business technology and lean manufacturing. Major strengths include applying technical skills, time organization and leadership. Meets challenges and works well with others.

EMPLOYMENT EXPERIENCE

Trane, Inc.: Applications Specialist, Farmington, Connecticut, January, 2006 – October, 2008

After sale inside technical support representative for Heating Ventilation and Air-Conditioning (HVAC) equipment for new construction projects.

- Increased productivity of account managers by allowing them to offload twenty percent of their workload supporting equipment and creating technical documents
- Optimized project profitability by consistently meeting with customers early in construction process to discuss scope of work, present common installation issues and openly discuss potential problems
- Reduced costs by negotiating with vendors, coordinating with other construction channels and analyzing potential risks
- Improved customer satisfaction for non-frequent customers by providing pricing, lead-times and technical documents for replacement work

Sikorsky Aircraft Corporation: Senior Design Project, Stratford, Connecticut, January - April 2005

Investigated techniques to increase efficiency of Mylar template production used for aircraft body development and quality control.

- Searched for outsourcing candidates for Mylar template development
- Explored technological solutions to reduce costs of Mylar production
- Presented and discussed business recommendations

Accenture, Inc.: Intern, Department of Revenue Services, Hartford, Connecticut, June - August 2005

Participated with development of Integrated Tax Administration System (ITAS) for Case Management / Data Warehouse phase.

- Created sample and conversion data for Gateway interface
- Produced and modified online help menus, which consisted of definitions, general high level descriptions and program flow of ITAS
- Validated program deliverables by using and testing the ITAS case management phase

Trans-Lite, Inc.: Lean Manufacturing Internship, Milford, Connecticut, May - July 2004

Participated in the implementation of Lean Manufacturing at Trans-Lite

- Contributed to value stream mapping and kaizen event for electronic sign assembly area
- Created documents for lean events such as inventory databases and manufacturing diagrams
- Constructed other databases using cross-references to assist in location of tools

EDUCATION

University of Connecticut, Storrs, Connecticut, 2001 to 2005

Bachelor of Science in Management and Engineering for Manufacturing (MEM) Major

Honors Societies

Tau Beta Pi - National Engineering Honor Society, 2003 (Vice President, 2005)

Beta Gamma Sigma - National Business Honor Society, 2005

Cumulative Grade Point Average: **3.70** / 4.00 *Magna Cum Laude*