

Felim Robert Raftery

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EDUCATION

Manhattan College

Riverdale, NY

Bachelor of Science in Mechanical Engineering with Minor in Mathematics

May 2020 GPA: 3.40 (**Cum Laude**)

PROFILE

Mechanical Engineer with 4+ years of experience in technical sales and application engineering for high-performance industrial products. I excel at actively identifying new business opportunities and strategically engaging target customers. Capable of turning complex requirements into tailored solutions, providing direct technical support, and driving sales growth. I am a clear communicator, skilled in managing numerous quotes, reviewing technical specifications, and maintaining organized customer records. I am seeking to apply my strong technical and sales abilities in a challenging sales role.

PRODUCT & APPLICATION EXPERTISE

Sensor Technologies, Transducer Applications, Electromechanical Systems, Temperature Effects, Shock & Vibration Principles, Data Acquisition, Material Science, Industry Standards & Compliance (e.g., MIL-SPECs, ASTM), Product Lifecycle Management (PLM), Manufacturing Processes (e.g., DFM).

CORE COMPETENCIES

- Specification Analysis & Product Fit Guidance
- CRM Systems & Account Management
- Strategic Pricing & Margin Management
- Sales Strategy Development & Forecasting
- Application Engineering for Industrial Products

WORK EXPERIENCE

PMC-STTS, Inc. (PMC Engineering, LLC)

Danbury, CT

Applications Engineer / Inside Sales

August 2021 - Present

- Acted as technical liaison between key clients and internal teams, offering real-time support on pressure transducer product selection, customization, and field troubleshooting.
- Reviewed incoming technical specifications and customer requirements to determine product fit, providing alignment with application needs across aerospace, automotive, and industrial sectors.
- Prepared and delivered customized quotations, datasheets, and supporting documentation that meet customer expectations for scope, cost, and lead time.
- Coordinated across interdisciplinary teams including engineering, sales, and production to fulfill technical and commercial commitments.
- Maintained detailed CRM records for account contacts, sales activity, and follow-ups, supporting organization and continuity across team efforts.
- Supported new market development by identifying application trends and delivering feedback to engineering for future product improvements.
- Owned quoting process for the company's largest accounts, averaging \$100K+ weekly in product quotes.
- Trained new hires/sales managers on internal processes, technologies, and key account history.

RESEARCH EXPERIENCE

Design and Manufacture of Uniaxial Horizontal Tensile Tester

Riverdale, NY

Researcher

June 2019 - May 2020

- Led design and prototyping of a uniaxial tensile tester, with mechanical size constraints and a strict budget.
- Applied DFM principles to create cost-efficient designs and engineering documentation.
- Iterated prototypes and delivered presentations on design methodology and specifications.

TECHNICAL SKILLS

Microsoft Office (Excel, Word, PowerPoint), Microsoft Dynamics, HubSpot, ACT!, Salesforce, MRP/ERP Systems, Python, MATLAB, Solidworks, Siemens NX, Autodesk Fusion 360, Inventor, Abaqus FEA