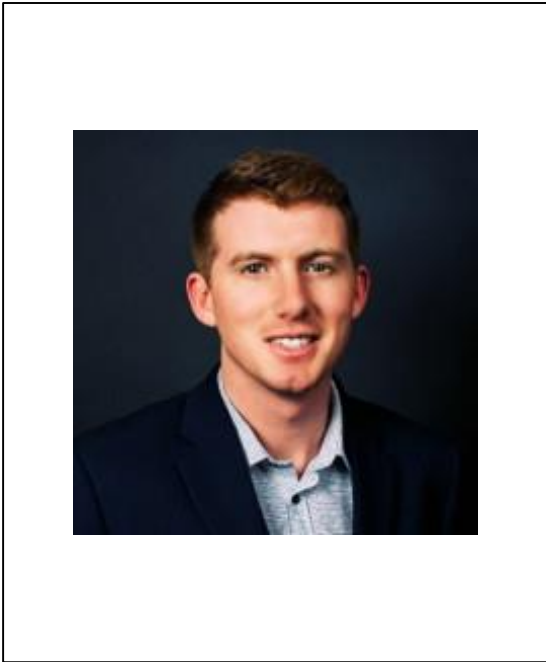


# Re.engineer in Action

## Mentoring Program



## Tom Smith

### Family/Hobbies/Interest/Motto:

Enjoy traveling, soccer, pretty much anything outdoors, reading, and food (both growing it and cooking it). Married to my beautiful, fun, and kind wife Nichole in 2016. Two mottos – first is about the type of work I want to do, and the second is about how I want to do it.

#1 – “I want to build and promote useful solutions with people who care.”

#2 – “Be the first to trust and give. Give my life away to something beautiful.”

### Current Role:

Enterprise Account Executive

### Professional/Educational Background:

- 9 years of professional experience, split between oil and chemical manufacturing and high-tech/AI startup environments
- BS ChE University of Illinois, Urbana Champaign

### Years of Experience:

- 9 years of total experience

### Work Passions:

Understanding & Collaboratively Solving Problems

Studying Markets & Major Enterprises

Building Teams & Relationships

### Career Aspirations:

Become a leader on a team making big waves and doing business in a sustainable, customer-centric way.

# Tom Smith

**Role:** Enterprise Account Executive

**Education:** BS Chemical Engineering

**Location:** Austin, TX



## CURRENT EXPERIENCE:

- Responsible for reaching, understanding, matching solutions, converting, and growing net-new enterprise customers in the Oil & Gas, Power, Petrochemical, Mining, and Heavy Industry verticals.
- Built new program (including processes, technology, training, data) for reaching and qualifying new clients from the ground up to add in excess of \$10M in qualified opportunities, 2 net-new enterprise clients (>\$1M), and pipeline of additional future clients in a repeatable fashion.
- Identified three additional market segments that were well aligned to ARMS Reliability's solution set, and successfully pursued those market segments.
- 105% individual target attainment for FY19 (top performer in North America)

## WORK EXPERIENCE:

- ARMS Reliability, Enterprise Account Executive 2019 – Present
- ARMS Reliability, Business Development Executive 2019
- OK Roger, Head of Business Operations 2017 – 2018
- VEXSR, Founder/Startup Executive 2016
- Sage Environmental, Executive Leadership Development 2014 – 2016
- Sage Environmental, Project Engineer/Project Manager 2011 – 2013

## CERTIFICATIONS and EDUCATION:

- BS Chemical Engineering, University of Illinois at Urbana-Champaign

## ORGANIZATIONS:

- Mobile Loaves and Fishes
- Austin Men's Soccer Association
- Society of Maintenance & Reliability Professionals

## DESIRED ROLES in the next 2 -3 years:

- Director of Product Marketing/Business Development
- Director of Sales Strategy/Operations

## STRENGTH COMPETENCIES:

- Complex Problem Solving – deeply analytical, critical thinking approach to complex concepts and problem solving.
- Leadership by Example – leads first by action in everything.
- Creativity (“Outside the Box”) – leads new projects that are uncharted. Finds a way to drive results.

## DEVELOPMENT ACTIONS:

- Build my network and develop acumen on the energy marketplace.
- Get a mentor for perspective and guidance.

# REENGINEER