

**Christopher De Leon**  
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## OBJECTIVE

Highly motivated student excited to learn and grow as an engineer. Acquired sales, customer service, and management experience through the automotive industry. Currently pursuing a Bachelor of Science in Mechanical Engineering at the University of Texas at San Antonio, with good academic performance standing. Expected graduation is May 2020 and will be seeking a position in the Engineering industry that will enable me to utilize my positive attitude, talents, education, and potential to the fullest extent.

## PROFESSIONAL EXPERIENCE

**Contractor, Vascular Perfusion Solutions INC** (September 2019 – Present)

- Design an innovative portable cooling system for their limb/organ preservation device
- Present progress reports of project status
- Overcome project obstacles in a group
- Utilize professional and concise communication amongst corporate executives

**Grader, The University of Texas at San Antonio** (June 2019 – Present)

- Thermodynamics grader under the supervision of Dr. Finol (Spring 2020)
- Thermodynamics grader under the supervision of Dr. Manteufel (Fall 2019)
- Heat Transfer grader under the supervision of Dr. Manteufel (Summer 2019)
- Created homework sets
- Graded homework/exams

**Internet Sales Manager, Gillman Honda of San Antonio** (December 2016 – February 2019)

- Translated effective communication/negotiations
- Built trust and established repour within a few minutes of meeting potential clients
- Enhanced critical listening skills to utilize customer desires for completion of sales/profit
- Completion of training in various vehicle models
- Demonstrated acquired vehicle knowledge
- Retrieval of customer data to secure financing
- Maintained high customer satisfaction index
- Resolved customer concerns/issues
- Flexible to accommodate customer needs
- Accomplished monthly quotas

**Sales Projection Analyst, Rudy's BBQ** (May 2015 – November 2016)

- Projected daily sales and forecast to maintain quality/profits
- Cross trained into numerous positions
- Maintained a balanced cash drawer
- Manually cut finished products with a high quality of standard

## EDUCATION

**Bachelor of Science in Mechanical Engineering** (Expected May 2020)

*The University of Texas at San Antonio, GPA-2.71*

**Associate of Science in Engineering** (May 2014)

*San Antonio College, GPA-3.19*

## **SKILLS**

- Proficient with Microsoft Office, Matlab, LabView, SolidWorks, DAQ, Arduino
- Automotive mechanical experience
- Experience with welding and fabrication
- Written/Verbal Communication
- Personable
- Critical listening skills
- Customer service experience
- Flexible/Reliable

## **ACCOMPLISHMENTS**

- President's Award-winning dealership- 2018
- Silver Sales Achievement Award for selling 150+ vehicles for the year of 2017
- President's Award-winning dealership- 2016

## **AFFILIATIONS**

- Active member of UTSA American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) student branch
- National ASHRAE member

## **REFERENCES**

Dr. Randall Manteufel  
Professor/Supervisor, The University of Texas at San Antonio  
(210) 458-5522

Mr. Mark Muller  
Chief Operating Officer, Vascular Perfusion Solutions INC  
Mark@VascularPerfusion.Solutions

Mr. Jarrod Wold  
General Sales Manager, Gillman Honda of San Antonio  
(210) 651-5533

Mr. Robyn Brant  
Manager, Rudy's BBQ  
(210) 264-3476