

# MIKE KLEIN

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## HIGHLIGHTS OF QUALIFICATIONS

- Self-motivated and self-reliant, high-energetic positive attitude
- Sales professional experience of 3 years with management experience
- Entrepreneurial minded and commended for creating ideas to advance team efforts and solve issues while also being lucrative for the company
- Intermediate Swedish
- Studied Finnish, Japanese, Spanish, & German
- Heavy computer programming background, Java, C, Perl
- Ability to work and serve all people from all backgrounds and cultures—very personable
- Volunteer for Special Olympics in the US and Canada
- Proven multi-tasking skills and talent to handle any situation
- Affluent domestic and world traveler—traveled weekly to/from California and Texas with last job; took world vacations for personal language/cultural experience and education, including Australia, Canada, Japan, China, Costa Rica, Germany, and many other countries in Europe

## SALES ACCOMPLISHMENTS AND AWARDS FROM KEYENCE CORPORATION

- Excelled in 2 month training program-education in sales & sales management, and high-tech products
- Largest sales amount 1st quarter of managing own territory (\$301,000 USD, Aug – Nov 2009)
- Experienced senior sales executive hitting monthly and quarterly goals even during recession of 2008
- Resourceful cold calling, self-lead generating activities leading to being an author of sales guidelines
- Responsible for over \$2 million USD in sales throughout Keyence Corporation career
- 4x Keyence Corporation National Sales Person of the Month (Aug 2008, Jan 2009, Feb 2009, July 2009)
- 1st of 150 sales members at Keyence Corporation for highest monthly sales (in USD) amount
- Highest daily/monthly call volume—often made 100+ phone calls in one day, on the phone for 2 hours+

## WORK EXPERIENCE

June 2009 – Present

### **Klein West Innovations**

Dallas, Texas/Vancouver, Canada

*Owner/Operator*

-Created, financed, and started 2 sole proprietorships (businesses); one supporting the development of a mechanical product, and the other supporting advertisement websites

Jan 2007 – Oct 2009

**Keyence Corporation of America** Los Angeles, California/Dallas, TX  
*Sales Associate → Sales Executive → Senior Sales Executive & Sales Mentor*  
-Mentored/Managed a Sales Associate colleague to prepare him for own territory  
-Managed mentee's territory (5 states in the US) and developed and grew my territory (6 states in the US)  
-Sold capital equipment to international engineering and industrial organizations

Summer 2006

**Xilinx, Inc.** San Jose, California  
*Systems/Digital Engineer*  
-Implemented test systems on computer server racks with Linux based software, use code to command computers including Perl and C

Summer 2005

**Northrop Grumman Space Technology** Los Angeles, California  
*Systems Engineer*  
-Verified flight operations for new weather satellite and created standard operating procedures for devices on satellite, all from different vendors

Summer 2004

**Northrop Grumman Space Technology** Los Angeles, California  
*Digital Engineer*  
-Developed digital program for communications satellite

Summer 2003

**The Aerospace Corporation** Los Angeles, California  
*Electronic Engineer*  
-Designed/fabricated an circuit board for solar cell testing,

## **EDUCATION**

June 2006

**Cal Poly, San Luis Obispo**  
Bachelor of Science, Electrical Engineering  
Grade Point Average (GPA): 3.9

Fall 2006

**University of California, Los Angeles**  
Masters courses in Electrical Engineering

Winter 2005

**Chalmers Institute of Technology, Gothenburg, Sweden**  
Masters courses in Space High-Technology & Data manipulation, Electrical Engineering