

## Adam Benjamin Platek

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Member of Acacia Fraternity

### SUMMARY

High energy, food-motivated individual looking to maximize growth in a sales role by leveraging engineering and travel experience. Fast learner. Excellent written and verbal communication skills. Strong analytical and interpersonal skills.

### EDUCATION

#### **Bachelor's Degree in Aerospace Engineering**

Rensselaer Polytechnic Institute (RPI), Troy, NY

**Awards:** Rensselaer Medalist Award, Dean's List

*Fall 2015-Spring 2019*

**GPA: 3.31**

### WORK EXPERIENCE

#### **Systems 1 Engineer at General Dynamics Electric Boat**

*Fall 2020 - Current*

- Communicate daily within team and across departments to build relationships and achieve company-build initiatives.
- Maintain support of key customer (U.S. Navy)
- Participate regularly in on-going leadership and development training.

#### **Internship at ZS Associates, Strategy Insights & Planning Associate, Princeton NJ**

*Summer 2019*

- Prepared internal technical presentations to provide competitive intelligence required for future success at ZS.
- Participated in project team and customer meetings while quickly learning pharmaceutical field experience and knowledge.
- Compiled and analyzed Excel data; assisted in design of strategies to present to clients for success in their businesses.

#### **Co-op at TRUMPF, Sales & Applications Engineering, Farmington CT**

*Winter 2018-Summer 2018*

- Researched customer needs and preferences to grow accounts and increase machine sales.
- Translated customer requirements into hardware specifications for machine selection.
- Managed customer relationships post-sale and provided top-notch customer service.
- Managed multiple projects with evolving priority: customer research, customer assistance, and information storage.

#### *Additional Accomplishments*

- Successfully pitched idea of intern trip to TRUMPF Smart Factory (manufacturing facility) in Chicago; collaborated on initial selling strategy and created PowerPoint to be presented to company executives and senior leadership.
  - Strengthened company network and relationships through connection of interns with diverse backgrounds.

#### **Culinary Staff at Camp Kinderland, Tolland MA**

*Summer 2017*

- Worked alongside other chefs to prepare and cook for the entire camp (500+) for all meals.
- Performed multiple roles including food prep, griddle, house setup, dishwashing, and cake recipe scaling, baking and icing.

### LEADERSHIP/ACTIVITIES

#### **Plate with Platek, Adventure and Cookbook**

*Fall 2019- Current*

- Following passion in food, traveled the world for 7 months to increase exposure to dozens of cultures, foods, and experiences.
- Interacted with thousands of new people; constantly networked to promote project visibility.
- Designed website ("etc.guide"), project to document travel through videos, blog posts, and cookbook.
- Currently developing 50+ recipes for cookbook creation with eventual growth to 200+ recipes.

#### **Payir, Student Education Volunteer**

*Winter 2020*

- Communicated with students to portray math concepts through language barrier.
- Worked independently to design and organize daily lesson plans in a dynamic work environment.

### SKILLS

**Microsoft Office Suite** (Excel, Word, PowerPoint) and Outlook.

- **Public Speaking (Toastmasters)**
  - Participated in a state-level speaking competition and regularly speak at meetings.
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