Colby Beacham

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Profile

I am a highly motivated customer-facing engineer who fully embraces new and difficult challenges. I have a strong desire to be on the cutting edge of technological progress and continually strive to have a positive influence on society through my work. I am looking to transition into a consumer-focused technology industry at a growing company.

Experience

Cummins Inc; Columbus, IN: 2012 - Present
As one of the largest diesel engine manufacturers in North America, Cummins provides a wide range of products and services to automotive, industrial and marine markets.

Application Engineer
Equal parts technical account manager and systems engineer. Translates voice of the customer to influence new product development and current product improvement initiatives. Supports customers with the integration of all Cummins product.

My recent achievements include:

• Strategically managed two distinct customer accounts with combined annual sales of over $250mil

• Developed and executed the company's first in-house automotive installation assessment, driving customer dependance through increased value proposition

• Successfully launched a new engine platform in North America leading both internal and external engineering groups through integration and product optimization initiatives.

• Revamped the process to work through product changes and integration issues with automotive customers, reducing average time for issue resolution from 3 months to 3 weeks

• Piloted and redesigned the Application Engineering new hire program, reducing training time by 12 months and subsequently minimizing program costs by +50k per new hire

UFARM; West Lafayette, IN: 2010 - 2011
Research initiative sponsored by Purdue University to develop an unmanned aerial system that remotely acquires data and provides actionable metrics to improve precision agriculture processes.

Head of Flight Recovery Systems
Leads development work to provide controlled landing capabilities for aerial vehicles in the event of a catastrophic electrical or mechanical failure.

My responsibilities also included:

• Developing a detailed proposal for the commercialization of unmanned aerial platforms in the U.S.

• Designing and modeling the aircraft skin and interior structure

• Managing relationships with corporate partners

Education

Purdue University; West Lafayette, IN: 2013
• Bachelor of Science in Aeronautical Engineering
• Certificate of Entrepreneurship
• Honors Engineering Graduate
• Dean's List 2010-2013

Awards

1st place entry in NASA's University Engineering Design Contest: 2013
• Submitted design concept for an unmanned aerial system to more effectively fight forest wildfires

Skills

Software: CATIA V5, Siemens NX; Proficient with both MacOS and Windows, Office and Media Suites
Languages: Front-end Web development (HTML/CSS); Basic Javascript, Objective C, and Python