

ROBERT J. FALKENBERG

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QUALIFICATIONS SUMMARY

Experienced manufacturing professional with broad-based Project and Product Management expertise. Adept at directing the negotiation, planning, scheduling, and monitoring of project contracts in a wide variety of application environments, ensuring execution to meet deadlines and budget targets. Skills include:

- Creation and implementation of schedules and reports to provide leadership and information to various functions throughout internal and external organizations.
- Analysis, management, and mitigation of risks to ensure that schedules and budgets are met.
- Communication of all issues / status across organizational boundaries to ensure customer satisfaction while meeting all financial / operational metrics and goals.
- Application, technical, market, and competitive intelligence.

PROFESSIONAL EXPERIENCE

PROJECT MANAGER – By Light Professional IT Services, Port Orange, FL (2024 - Present)

Oversees the cost, schedule and technical compliance of portfolio of projects while proactively and strategically managing the day-to-day customer relationships and communications. Active in proposal development, contract negotiations, WBS / project schedule creation and implementation, risk mitigation, revenue projection, business development and company growth.

SENIOR SALES ENGINEER – Technetics, Daytona Beach, FL (2021 - 2024)

Primary customer contact responsible for business development and the order fulfillment process including quoting, order entry, scheduling, project management, document preparation, and delivery. Markets include mechanical seals and metal bellows devices for the aircraft, aerospace, semiconductor, power generation and oil and gas industries.

PROJECT MANAGER – Teledyne Marine, Daytona Beach, FL (2006 – 2016 / 2018 – 2020)

Primary customer contact responsible for the entire order fulfillment process including quoting, order entry, scheduling, engineering / design, document preparation, manufacturing, quality assurance and delivery. Markets included subsea electrical and fiber optic interconnect systems and sensors for offshore oil and gas, defense, oceanographic and telecommunication applications.

- Directly responsible for customer portfolio with annual revenue greater than \$20 million.
- Led cost reduction initiatives and schedule adjustments to maintain gross margins despite price reductions caused by competitive pressure and market downturns.
- On time deliveries exceeded 90% despite numerous staff reductions due to industry declines.

PROGRAM MANAGER – C4 Advanced Tactical Systems, Orlando, FL (2017)

Managed all cost, schedule, and technical performance of various defense programs for US-based subsidiary of Rafael Advanced Defense Systems Ltd. Specialized in contract manufacturing and testing of defense and weapon systems.

- Responsible for program efforts across all functional areas including engineering, procurement, production, quality, contracts, finance, inventory and shipping / receiving. Point-of-contact between customer and organization. FMF programs included Trophy and RCWS.

PRODUCT MARKETING MANAGER – PerkinElmer, Inc., Daytona Beach, FL (2001 – 2005)

Created marketing collateral, interfaced with customers, wrote sales proposals, determined pricing, managed projects, researched new applications, performed competitive intelligence. Markets included aerospace, oil and gas, power generation, industrial, medical and semiconductor.

- Generated marketing and pricing proposals in one year that resulted in awards amounting to \$40MM of incremental revenue over 10 years.
- Grew insignificant niche revenue stream into multi-million-dollar high margin business, increasing one customer's annual sales by 1,000% to \$2MM and improving gross margin by 10%.
- Wrote and executed after-market sales strategy which led to improved relationships with OEM customers and new alliances with distributors, yielding revenue of \$1.5MM in first year.
- Wrote and executed strategy to move stagnant product line to another facility, resulting in annual revenue increase of \$0.25MM and increase in gross margin of 7%.
- Led "Customer Excellence" initiative, measuring and analyzing performance against targets. Within 6 months achieved 100% on time delivery with zero defects for 3 of top 4 customers.

ADDITIONAL EXPERIENCE

COST AND PRICING ANALYST – Teledyne Marine, Daytona Beach, FL

Reviewed customer specifications and requirements, created project proposals / quotations and presentations, analyzed costs and developed pricing strategies to maximize profitability, evaluated market conditions, performed competitive analysis, created and approved contracts.

NEW PRODUCT DEVELOPMENT MANAGER – PerkinElmer, Inc., Daytona Beach, FL

Led team in new product development, including investigation and design of new applications, technologies, and product extensions, and determining latent market needs.

DIRECTOR OF MARKETING – PerkinElmer, Inc., Daytona Beach, FL

Directed staff that performed business development, created all marketing collateral, developed and gave sales presentations, trained company personnel, forecast, prepared budgets, coordinated trade shows, gave price quotations, and wrote and implemented sales and marketing strategies.

PRODUCT MANAGER – John Crane Inc., Morton Grove, IL

Managed all facets of product line's marketing, design, manufacturing, and application. Markets included engineered sealing systems and services for oil and gas, power generation, chemical, pharmaceutical, and industrial applications.

APPLICATIONS ENGINEERING MANAGER – John Crane Inc., Morton Grove, IL

Managed engineering team in charge of product application, design, testing, and troubleshooting.

DESIGN & APPLICATIONS ENGINEER – John Crane Inc., Morton Grove, IL

Applied and troubleshoot existing products, and designed and tested new products.

EDUCATION

DEPAUL UNIVERSITY, Chicago, IL
MBA, Marketing Concentration

UNIVERSITY OF NOTRE DAME, Notre Dame, IN
BS, Mechanical Engineering

EMPLOYMENT-RELATED TRAINING

Fuld & Co. Competitive Intelligence Courses; Don Sexton Marketing and Pricing; PerkinElmer Leadership Institute; Project Management; Finance & Accounting for Non-Financial Professionals; Cost Accounting Standards, Related FAR Provisions & Current Audit Issues; Salesforce; Kaizen; Principles of Lean Manufacturing for Job Shops; Managing Multiple Projects, Objectives & Deadlines; ISO 9001; ITAR; ERP