

Lucia Moreno

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EDUCATION

University of Massachusetts Amherst Isenberg School of Management

Amherst, MA

Master of Business Administration (MBA); Candidate, May 20XX

- Cumulative GPA: 3.89

Duke University

Durham, NC

Doctor of Philosophy in Mechanical Engineering (Ph.D); Candidate, May 20XX

- Thesis: Enhancing Decision-Making Processes for Implementing Smart Manufacturing Technologies in SMEs
- Cumulative GPA: 3.52

John Hopkins University

Baltimore, MD

Master of Science in Mechanical Engineering; Candidate, May 20XX

Massachusetts Institute of Technology

Cambridge, MA

Bachelor of Science in Mechanical Engineering; Candidate, May 20XX

EXPERIENCE

NOVA Corp.

Boston, MA

Business Development Senior Manager (January 20XX – Present)

- Author and execute a robust business plan for a \$5M OEM hydrogen fuel cell contract utilizing market research analysis, budget allocation, and strategically aligned Key Performance Indicators
- Communicate and presented intricate grid infrastructure engineering and financial models to 8 domestic and international partners, fostering harmonious convergence of expertise and synergistic collaborations
- Negotiate over 5 pivotal contracts for product testing and integration, resulting in \$1M reduction in operational expenses and cultivate a robust network of business partners

Proctor & Gamble Company

Boston, MA

Research and Development Engineer (March 20XX – January 20XX)

- Implemented testing protocols and conducted thorough analysis of experimental data to refine Gillette product designs culminating in 10% surge in sales across all rebranded products
- Spearheaded innovative research projects to develop new consumer products including a new patented advanced razor technology to create 4 novel products and increase revenue by 20%, the largest increase in company history
- Utilized advanced engineering principles and techniques to design, prototype, and test grooming products to meet rigorous quality standards leading to improved product performance

Duke University: Department of Engineering

Durham, NC

Co-Instructor (September 20XX – March 20XX)

- Championed acquisition of 5 prominent clients for an innovation project-based course, orchestrating dynamic platform wherein students collaboratively conceptualized and crafted cutting-edge sustainable packaging solutions to present
- Developed hands-on labs and interactive workshops for 45 students to encourage application of theoretical concepts to improve student comprehension and performance by 12%

PATENTS

Moreno, Lucia. 20XX. Advanced Multi-Blade Razor Cartridge Design. U.S. Patent No. 123,456,789. Issued September 19, 20XX.

SKILLS AND CERTIFICATION

Computer: Advanced in Microsoft Suite, LabView, ABB RobotStudio, MATLAB, and Simulink

Language: English (Fluent), Spanish (Fluent)

SELECTED PUBLICATIONS

L. Moreno, F. Yung, D.J. Carson, and K. Hsu. "Integrated Process Planning and Scheduling Optimization for Flexible Manufacturing Systems." *Journal of Manufacturing*, 92, 220-246, 20XX.

L. Moreno, K. Chen, K. Hank, and S. Bernard. "Innovative Material Selection for Sustainable Product Design." *Journal of Sustainable Packaging*, 43, 42-70, 20XX.