



Rodrigo Ramos

Engineer • Sales Professional • Entrepreneur

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Professional Summary

Dynamic professional with 18+ years of experience spanning mechanical engineering, manufacturing operations, and sales leadership. Proven track record of transforming business processes through innovative technical solutions, with expertise in process development, change management, Python automation, and operational excellence. Successfully launched multiple entrepreneurial ventures while maintaining a strong focus on delivering measurable results. Seeking opportunities to leverage my unique blend of technical expertise and business acumen to drive organizational growth and innovation.

Professional Experience

Sonic Tools LP | 📍 Virginia

Quality Control Manager → Inside Sales Engineer

2013 - Present

Progressive leadership roles driving operational transformation and sales excellence in cutting tool manufacturing.

- Spearheaded complete Epicor ERP implementation, optimizing scheduling systems and reducing lead times
- Developed Python-based scheduling application, eliminating disconnects between sales and manufacturing
- Managed quality control processes for precision manufacturing
- Trained cross-functional teams in ERP procedures, inventory management, quality control, Lean and Six Sigma initiatives.
- Designed and implemented custom cutting tool solutions, translating complex customer requirements into manufacturable products
- Increased sales efficiency by 30% through process optimization and procedural implementations

Entrepreneurial Ventures

Founder & CEO

2020 - Present

Founded and operate multiple successful online businesses across wellness and technology sectors.

- Launched Tierra Health & Wellness - holistic wellness platform promoting natural health solutions
- Established Rodaigo - innovative technology solutions company
- Developed comprehensive digital marketing strategies driving organic growth
- Built and maintained multi-platform web presence using modern tech stack

MaTech Solutions | 📍 Maryland

Engineering Intern

Summer 2011

Collaborated with engineering team to optimize manufacturing processes and testing procedures.



- • Designed virtual shop floor layout using SolidWorks and Vericut for pre-implementation testing
- • Gained hands-on experience with CNC programming and machine setup procedures
- • Contributed to efficiency improvements reducing machine crashes by 25%

MSI | Maryland

Manufacturing Intern

2008 - 2010

Military contracting manufacturer specializing in precision components.

- • Performed quality control, production, and assembly for military-grade components
- • Maintained strict adherence to accuracy and precision standards
- • Gained foundational experience in manufacturing operations and quality systems

Education

Bachelor of Science in Mechanical Engineering

University of Maryland Eastern Shore

Graduated 2015

- • Senior Design Project: Material properties optimization research published in ASEE
- • Represented engineering students at groundbreaking ceremony for new engineering building
- • Paid research assistant contributing to advanced materials studies

High Performance Manufacturing Program

James M. Bennett High School

2006 - 2009

- • Vocational program focusing on CNC programming, manual machining, and precision measurement
- • Earned 1st Place in regional SkillsUSA competition
- • Graduated top of class with Outstanding Senior Award for excellence

Technical Skills & Expertise

Engineering & Manufacturing

SolidWorks • AutoCAD • Inventor GD&T • Material Properties Analysis Cutting Tool Design & Engineering CNC Programming • Quality Management Process Optimization • Lean Manufacturing • Technical Writing

Technology & Systems

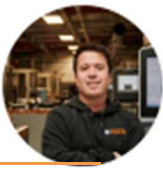
Python • SQL • VBA • Excel/Access Epicor ERP Implementation & Administration Data Analysis & Automation KPI Development & Tracking Office 365 • Process Documentation

Sales & Business

Inside/Outside Sales Management Strategic Quoting & Pricing Customer Relationship Management Sourcing & Logistics Coordination Team Leadership & Training

Operations Management

Planning & Scheduling Optimization Inventory Management Systems Procedural Implementation Workflow Automation Cross-functional Team Coordination



Current Ventures

Rodrig0 Enterprises

Professional portfolio and consulting services for engineering and operations optimization

<https://rodrig0.com>

Tierra Health & Wellness

Holistic wellness platform promoting natural health solutions and mindful living

<https://tierrahealthandwellness.com>

Rodaigo

Innovation-focused technology solutions and business development

<https://rodaigo.com>

Key Achievements

- Reduced manufacturing lead times through ERP optimization
- Saved Associates 15+ hours weekly through Lean Initiatives
- Created processes and implented change management plans to increase conforming products and decrease rework in precision manufacturing environment
- Successfully launched and scaled three entrepreneurial ventures while maintaining full-time role
- Published research on material properties optimization in ASEE conference proceedings
- 1st Place in regional SkillsUSA manufacturing competition ; Earned Outstanding Senior Award for Excellence in High Performance Manufacturing