

# CHAD NESTELL

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## SUMMARY

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I'm a mechanical design professional and sales engineer that's passionate about using my skills to drive innovation, optimize performance, and bring new products to market. With a proven track record in product design and development, quality, technical sales, and business operations, I have the ability to bridge the gap between engineering and commercialization, ensuring seamless product development from concept to market.

Throughout my career, I have been involved in every step of the product development lifecycle, spanning from ideation and design to engineering, manufacturing, promotion, and sales. I have a strong background in mechanical design, with expertise in both 2D and 3D CAD software. In addition to my design skills, I have a keen understanding of the business side of product development. As a sales engineer, I have worked closely with customers to identify their needs and provide technical solutions that meet their requirements. I have also managed relationships with suppliers and manufacturing partners, ensuring that products are produced on time and within budget.

## SKILLS PROFILE

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- Software: An advanced working knowledge of Microsoft Office Suite (Word, Excel, Power Point, Outlook, Publisher, Access); Autodesk AutoCAD, Fusion 360, Inventor; Dassault Systèmes SOLIDWORKS; Mastercam; Adobe Dreamweaver, Photoshop, Illustrator; SAP Crystal Reports; R&R ReportWorks; Netsuite; Made2Manage



Autodesk® AutoCAD®  
Certified User



Dassault Systèmes Certified SolidWorks  
Professional (CSWP) – Mechanical Design

- Engineering and Prototype Design: Able to successfully transform product concepts into tangible designs through CAD design, engineering analysis, and machining / fabrication.
  - Conceptualizing and developing designs for various products using CAD software such as SolidWorks, Inventor, and AutoCAD.
  - Conducting engineering analysis, including stress and strain analysis, finite element analysis, and computational fluid dynamics to validate the designs and ensure optimal performance.
  - Utilizing various machining and fabrication techniques, 3D printing, and laser cutting, to create functional prototypes of the designs.
  - Collaborating with cross-functional teams, including project managers and manufacturing engineers, to ensure designs meet product requirements and are cost-effective to produce.
- Six Sigma Black Belt: Proficient in DMAIC and statistical tools, skilled in process improvement, root cause analysis, and data-driven decision-making, with experience in data analysis for process optimization and efficiency.
- Sales Management: Experienced in recruiting and hiring results-oriented staff, developing training programs and strategies, assigning and monitoring potential prospects, and managing and motivating staff based on company objectives.
- Web development: Developed professionally coded and illustrated html, PHP, ASP, Joomla, and WordPress sites.
- Database Reporting: Experienced in designing high-impact database reports using Crystal Reports and R&R Report Writer to support business decisions and production control. Skilled in custom queries, data transformations, and summarizing key metrics to drive operational improvements and inform decisions.
- Transportation: Valid Class "A" CDL with double, triple, and tanker endorsements; 12 months of over-the-road and regional flatbed experience.
- Notary Public: Commissioned by the State of Michigan to witness signatures, administer oaths, and take affidavits (commission expires May 2026).

## EMPLOYMENT HISTORY

### **Amigo Mobility**      *Quality Testing Associate*

- Direct and execute quality testing processes within our test lab to ensure performance, reliability, and safety standards for new product development and vendor-supplied products.
- Design test fixtures, implement testing protocols, and analyze results to establish product benchmarks, address performance issues, and validate improvements.
- Conduct audits, coordinate equipment calibration, and collaborate with teams to enhance processes and support product development.

### **JCL, Incorporated**      *Technical Sales | Product Design | Web Development & Digital Marketing*

- Oversaw all aspects of our technical sales department, significantly improving the market presence of our key products: snowplows, trailers, and motorsport equipment (UTVs/ATVs)
- Designed custom trailers for municipal and commercial applications and developed specialized mounting hardware for non-standard plow installations.
- Developed our company's dynamic website and executed digital marketing strategies to maintain brand image and promote inventory.

### **Frankenmuth Clock Co**      *Operations Manager*

- Oversaw all operations of a retail / service business, including marketing, process optimization, facility management, personnel development, and inventory control.
- Managed financial records, reconciled accounts, and ensured compliance with legal and tax regulations.
- Developed and implemented data systems to analyze and forecast sales trends for informed decision-making.
- Collaborated with vendors and suppliers to streamline procurement and maintain efficient stock levels.

### **Obara Corporation USA**      *Sr. Sales Engineer - Coordinator (Manager) | Production Control*

- Managed a sales team that established and maintained multi-million dollar robotic welding accounts for major automotive clients, including Ford, GM, Nissan, and others.
- Developed and presented monthly and long-term sales forecasts.
- Set pricing strategies based on supply costs, manufacturing methods, labor, trends, and competitor analysis.
- Led production control efforts, including BOM development, process routings, scheduling, NC programming, and tooling design.
- Enhanced scheduling and operator efficiency tracking through database optimization and advanced reporting.

### **United States Marine Corps**      *Sergeant (E-5) | 1371 - Combat Engineer | Squad Leader | Journeyman*

- Led a squad of twelve Marines that exceeded every mission objection throughout the first two phases of Operation Iraqi Freedom. Awarded the Presidential Unit Citation for extraordinary heroism in action against an armed enemy.
- Military Occupational Specialties: Civil engineering support such as carpentry, fortification, obstacle breaching, bridging, bunker construction, explosives for structural demolition and urban breaching, and landmine warfare.

## EDUCATION

<b>Mechanical Engineering Technology (AAS) – Highest Honors</b>	<i>Delta College (April, 2023)</i>
<b>Business Management (ABS) – Highest Honors</b>	<i>Delta College (April, 2024)</i>
<b>Computer Aided Design (Advanced Certificate)</b>	<i>Delta College (Dec, 2024)</i>

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