Kevin Brandt

INSIDE SALES ENGINEER

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Skills

Salesforce • Excel
Technical Quoting • Valve Sizing
Engineering Drawings
Customer Service
Microsoft Office Suite
PowerPoint • Attention to Detail
Time Management

Summary

Inside sales engineer with 2 years of quoting control valves, actuators and instrumentation for refineries, chemical plants and mechanical contractors on the Gulf Coast. Sizes valves from process data, builds quotes in Salesforce and Excel, and handles technical customer service calls so outside reps can stay in front of buyers.

Experience

Inside Sales Engineer 07/2024 - Present

Gulf Coast Valve & Controls Houston, TX

Industrial distributor of control valves, actuators and instrumentation with 6 outside sales reps and a valve automation shop.

- Produce **45** quotes a week for control valves and actuators, with a 2-day average turnaround from request to quote.
- Calculate valve sizes and select trim from process data and engineering drawings on 600+ customer requests a year.
- Track every quote and follow-up in Salesforce, raising the quote-to-order rate from 22% to 29% in 12 months.
- Resolve 30 customer service calls and emails a day on lead times, part numbers, substitutions and order status.

Engineering Intern 05/2023 - 08/2023

Bayou Pump Supply Pasadena, TX

Summer internship in the pump repair and testing shop of a regional pump and seal distributor.

- Measured flow and pressure on **25** rebuilt centrifugal pumps, logging test results in Excel for the shop manager.
- Drafted 40 pump base and piping drawings from field sketches, checking dimensions against supplier catalogs.
- Built a PowerPoint training deck on mechanical seal selection, now used by 8 counter sales staff.
- Organized 1,200 repair records by customer and pump model, making past repairs searchable for quoting.

Education

Bachelor of Science 05/2024

University of Houston Houston, TX

Mechanical Engineering