

DAVID VERONEAU

8205 MALVERN CIR • TAMPA, FL 33634 • DJVERONEAU@GMAIL.COM • (727)288-8193

EDUCATION

Bachelor of Science (B.S.), Chemical Engineering
University of South Florida

Expected May 2017
Tampa, FL

- **GPA:** 3.72/4.00
- **Associations:** American Institute of Chemical Engineers (AIChE), March 2014 – Present; Tau Beta Pi Engineering Honor Society, January 2015 – Present
- **Coursework:** Material & Energy Balances, Chemical Engineering Thermodynamics, Transport Phenomena I, Numerical Methods, Separations (Mass Transfer), Instrument Systems, Engineering of Biological Systems, Transport Phenomena II

WORK EXPERIENCE

Supply Chain Planning Co-Op
Johnson & Johnson Consumer Inc.

June 2015 - Present
Skillman, NJ

- Created Excel macros to streamline weekly and monthly reporting tasks, reducing base business workload by a projected 90 hours over my term.

Sales Team Lead
Sales Agent

February 2012 – June 2015
June 2011 – February 2012
Clearwater, FL

Energy Professionals LLC

- Managed between five and eight sales agents selling \$500k gross of energy services per week to large commercial and industrial end users on behalf of 20+ electricity/natural gas suppliers and energy management service providers.
- Developed and delivered three to five weekly customized sales presentations tailored to each customer's energy use and state regulations and prepared and delivered accompanying cost analysis, third-party documentation, and regulatory information.
- Increased team gross sales from \$100k to \$500k per week by analyzing agent approaches and strategies and providing corrective education and training on current events and product offerings.
- Developed a training process used to train more than 50 new sales agents and team leads, which included industry information, daily task lists, presentation templates, and strategic guidelines.

ACADEMIC PROJECTS

Auditory Neuroscience Modeling Research

January 2015 – Present

- Expanded an existing published mathematical model of signal inputs from the auditory neural pathway, correlated both with sound stimulus frequency and age in order to gain deeper understanding of the neurological factors involved in age-related hearing loss.
- Wrote MATLAB code to recreate the current published model and to integrate new data.

Modeling of Non-Newtonian Blood Flow

October 2014 – November 2014

- Modeled blood flow in vessels of various diameters as Casson fluid flow and compared it with Newtonian fluid pipe flow using COMSOL Multiphysics software as part of a four-student team.
- Wrote a four-page research paper and delivered an accompanying presentation. Concluded that blood's shear thinning property facilitates flow through narrow capillaries.

VOLUNTEERISM

AIChE, MATLAB/Excel Tutor – 3 hours/ week

September 2014 – May 2015

TECHNICAL SKILLS

- **Software:** MS Office, SAP, MATLAB, COMSOL Multiphysics, ChemBioOffice.
- **Programming Languages:** C, C++, PHP, JavaScript, VBA (Excel Macros), MySQL, CSS, HTML.
- **Engineering Concepts:** Process Design, Modeling and Simulation, Cost Estimation, Block Flow Diagrams.