

ROBERT A. SCHMIDT

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SUMMARY OF QUALIFICATIONS

Over twenty years experience in the design, management, marketing and sale of fuel delivery solutions for automotive, powersport and military customers. Product experience includes powertrain solutions for emissions reduction, fuel economy improvement and alternative fuels capability, as well as chassis fuel delivery systems. Key skills include strong leadership, team building, problem solving, client relationship management, marketing and cross-cultural communications.

WORK EXPERIENCE

SCHMIDT PRODUCTS, LLC – Valrico, FL 2007-Present
Owner

Independent representative marketing Australian and German technologies to the US market. Currently marketing powertrain services for Orbital Corporation of Australia (www.orbitalcorp.com.au), 2-stroke aircraft engines for Hirth Motors of Germany (www.hirth-engines.de), and inventory optimization services for Initiate Action of Australia (www.initiateaction.com).

ORBITAL CORPORATION LIMITED - Perth, Australia. (US office-Lapeer, MI) 2000-2007
Director of Business Development, also Corporate Officer for US.

Orbital's primary business and technical representative for all customers in North America and military customers in Europe. Responsible for developing business opportunities for Orbital's powertrain consulting services and low pressure air-assist gasoline direct injection system. Key market areas include: automotive, powersports (outboard, PWC, snowmobile, motorcycle, ATV), and military engine applications.

- One man show coordinating all facets of marketing Orbital's powertrain services: marketing, budgeting, forecasting, planning, designing (support), quoting, presenting, selling and managing customers/licensees. Also US contact for Orbital's US shareholders and US Corporate Officer.

SiemensVDO – Rochester Hills, MI 1997-1999
Engineering Manager

Manager of VDO North America's fuel system engineering organization. Responsibilities included: adapting VDO AG fuel system technology to US applications, leading cross-functional product launch teams, developing market strategies, estimating, budgeting, presenting & negotiating with customers, building & leading a 15-person staff of engineers, designers & technicians, and planning for future resource and testing expansion.

- Managed several RFQ's that resulted in the award of four key fuel system contracts totaling \$65MM in annual sales.
- Built up North American fuel system presence for VDO: personnel, testing, prototyping and local expertise to manage an expanding fuel system market.
- Managed the site selection and renovation of a 17,000 sq. ft. technical center in Rochester Hills.

**Advanced Fuel Pump Development Manager (1996-1997)– Chalons-en-champagne, France
Marwal Systems S.A (JV-TI Automotive 49%, Magneti Marelli 51%)**

Coordinator of advanced fuel pump development programs between Marwal Systems, France and TI Automotive, US.

- Dramatically improved communication between Marwal and TI Automotive engineering departments.
- Coordinated and developed 5-year pump plan strategy.
- Completed Master of Science in Administration while working full time.

Sr. Project Engineer/Project Engineer/Sr. Engineer (1989-1996) – Caro, MI

Program manager for idle air control valve, fuel pressure regulator, fuel pulse damper, “modular single stage” electric fuel pump, “high output” electric fuel pump, “fixed face clearance” high pressure pump and brushless fuel pump development programs. Core team leader and supervisor of engineers, designers, and technicians.

- Received a United States Patent (#6,447,270) on a *brushless coolant pump and cooling system*.
- Received a United States Patent (#4,909,211) on a *barrel type throttle valve for an automotive engine air intake*.
- Managed fuel pump program from concept through production and met timing objectives set by management

Sr. Technician/Technician (1986-1989) – Cass City, MI

Responsible for prototype builds, design input, bench testing, and data analysis of automotive and small engine development programs. (Integral throttle body/mass air flow sensor, plastic intake manifold and 2-stroke emissions reduction)

- Completed bachelor’s degree while working full time.

EDUCATION

- Master of Science in Administration from Central Michigan University, (1997)
- Bachelor of Science in Mechanical Engineering, Lawrence Technological University, Southfield, MI. (1989)

PROFESSIONAL MEMBERSHIPS

- American Society of Mechanical Engineers (ASME) member.
- Society of Automotive Engineers (SAE) member.
- Society of Automotive Engineers, Fuel Injection Standards Committee (past member and leader of gasoline DI hardware team.)
- Association for Unmanned Vehicle Systems International (AUVSI)
- Mid-Michigan Inventors Council
- Kiwanis

APPLIED SKILLS

DFMEA, PFMEA, Control Plan, 8D, APQP, Process flow chart, DOE, Multiple regression, Weibull Analysis, SPC, DCP, MSWord, MSEXcel, MSPowerpoint, MSOutlook, MSProject, ProE (basic training), Alibre Design.