

Chad Lambert

265 Bleecker Ave., Belleville, Ontario K8N 3V3 P: 613-967-8538
Website: <http://chadovision.com/> Email: chad@chadovision.com

Objective

I am looking for a growing and dynamic company where my drive to succeed and determination to produce results will help me and your company excel. I put pride, honesty and determination in everything I do. I am looking for a company which will embrace the diversity I have to offer. Travel is welcome.

Skills

- Design and Engineering
- Project Management
- Product Design
- Team Leadership
- Supervisor
- Trainer
- Product presentations prepare and present
- LED Lighting
- 3D Modeling, Rendering
- Marketing, Logo Design
- Autodesk Inventor, Catia V5, AutoCAD, Solid Works
- Website, Dreamweaver
- Sales Management, Sales Calls
- DMX Programming
- AGI & DIALux
- Social Networks
- Schedule Management
- Microsoft Office
- Adobe Products Photoshop , Illustrator
- Line Drawings
- Trade Shows
- Telecom
- Automotive
- Green Tech
- Manufacturing
- Hands on

Experience

Nov. 2012-Present **NRG Alternatives** Belleville, ON

Director of Technical Services – LED Lighting and Solar solutions

- Lighting Layouts, 3D renderings and Lighting Analysis using AGI32, DiaLux, and AutoCAD.
- Marketing, office documentation development and website design using, Adobe Photoshop, Dreamweaver and Illustrator.
- Developed full day (5hrs) LED Lighting Training Course, presented to sales force and others interested as required.
- Sales, Technical Sales, sales support and technical support.
- Co-Managed the development of our ROI calculator using Microsoft Excel, developed to give accurate return on investment reports and prepare a proposal document for our clients.
- Final inspection of all Proposals, Quotes, Layouts and product selections before delivering to our clients.
- Prepare samples, perform basic wiring - fixtures, mock-ups, etc. and participate in all tradeshow activities.
- Product Research and Relationship development – Manufacturers, Sales Teams, and Agents.
- Office Operations including; shipping and receiving, inventory control, storefront layout and design, book keeping (Quick Books), and general office duties.

Oct 2011-Sept 2012 **HARVISTOR CANADA (Start-up)** Picton, ON

Product Manager/ CAD Manager - Design and Engineering - Small (VAWT) Turbines

- Design, develop and manage all CAD related files, ensure all CAD models are up to date and to design intent - Using Autodesk Design Suite.

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- Work with sub-contractors, Colleges, Universities and government agencies to develop relationships, produce products and utilize expertise.
- Project Manager of our in-house wind site engineering services, as well as develop 3D site layouts used for sales and fluid dynamic studies to determine turbine height and locations for each unique site.
- Manage Design, Reliability, Performance teams within Harvistor, currently 3 staff.
- Supervise all purchasing activity and report to the board of directors.
- Supervise and support all marketing, promotional and overall look of the company
- Prepare and present presentations for board members and potential clients.

2011-Present

CHADOVISION

Belleville, ON

Owner – Consulting and Development (LED Specialist)

- Freelance AGI32 & DIALux (photometrics), 3D/2D CAD, webpage and logo development – see: www.chadovision.com , www.lowerenergydemand.com, www.sullivanuctions.com, and www.oiltehrustcontrol.com
- Work with companies to help train/develop sales networks and new territories.
- Help develop tools needed to boost sales and sales networks.

Jan-Aug 2011

MODA LIGHT - Las Vegas, NV. USA

Home Base – Belleville, ON.

Regional Sales Manager – Architectural LED Lighting Manufacturer

- Managed the performance, development, and built face to face relationships with lighting manufacturing representatives across Canada and Latin America.
- Develop and train new agent network, fill holes in territories where we have not had previous representation. New Territories Signed: Puerto Rico, Caribbean, Central America, Mexico, Manitoba and Saskatchewan.
- Developed/prepared multiple MODA LIGHT product presentations. Presented these presentations across Canada and Latin America, as well as prepared and presented MODA LIGHT's first ever Webinar for our Mexican Specifiers which reached out to more than 18 different companies without leaving the office.
- Presentations ranged from 15 minutes to 1 and a half hours. Including Power Point, picture slide shows, live product demonstrations and webinars. Content included MODA LIGHT products, LED training and info as well as DMX and color changing knowledge.
- Developed the first MODA LIGHT Sample Kits.
- Managed my own schedule, booked own flights, hotels, rentals etc. and organized all meetings and presentations.
- Provided AGI32 photometrics where needed for all the sales and support staff.

2009-2011

Illumivision Inc. - Edmonton, AB

Home Base – Belleville, ON.

Territory Sales Manager – Architectural LED Lighting Manufacturer

- Managed the performance/development and built face to face relationships for over 24 manufacturer representatives across Eastern Canada, South Eastern USA, and Latin America

Chad Lambert

- Developed new agent network including three new provinces, four new states and Latin America where we had no representation in the past.
- Worked as back-up for Regional manager's North East Territory, and grew personal Territory Sales to over \$1 million in 2010 from \$150,000 in 2009.
- Prepared and presented 100's of Illumivision product presentations across North America.
- Developed Line drawings, Photometrics, 3D renderings and programmed DMX controllers to support clients where needed. I became a valuable customer resource.
- Staged multiple trade shows across USA and Latin America.

2002-2009

Magna International - Autosystems

Belleville, ON

Advanced Engineering Optical/Mechanical Designer – Automotive Lighting Manufacturer

- Use 3D modeling software (CATIA V5), Optical Software and other tools to develop and fine tune new and innovative optical prescriptions for Exterior Automotive Lighting applications.
- Interact with Customers and Suppliers regularly to find new opportunities , technologies and companies to aid in the development in new products
- Deeply involved with the mechanical and electrical development of new products and prototypes.
- Coordinate and perform photometric testing and analysis.

2000-2002

Rexcan Circuits Inc.

Belleville, ON

Front End Engineering (trainer) – Printed Circuit Board Manufacturer

- Train and provide support for all new Front End Engineering Employees
- Using PCB CAD software manipulate the data received by customer for abide by all ISO, UL, IPC and military specifications.

1995-2000

Nortel Networks

Belleville, ON

Manufacturing Coordinator (Engineering Technologist) – Telecom Manufacturer

- Provide a technical control over the manufacturing of telecom systems.
 - Troubleshoot and streamline all bills of materials, and all process issues. Train operators, conduct informational meetings and technical support for all quality issue.
 - Part of the Quality Information Team. Train operators and troubleshoot any issues regarding quality label systems.
 - Contracted for 6 months to transfer line to new facility from Belleville to Billerica (Boston) MA. Worked with team leaders and Engineering to ensure proper processes and procedures were followed.
- *more detailed work experience available upon request or at: <http://www.linkedin.com/in/chadlambert>*
 - *project portfolio at: <http://chadovision.com/portfolio/>*

Chad Lambert

Education

- 1992-1995 Sir Sandford Fleming Peterborough, ON
- Electro-Mechanical Engineering Technician (Robotics)
 - Electro-Mechanical Engineering Technology (Robotics)

Personal Aptitude

I have a great deal of experience working with people, and excelling in different working environments, as well as working on my own. I work as well with my hands as I do on a computer. I am a quick study and able to adapt to many different situations. I pride myself as a jack of all trades type of person. I take ownership in my projects, I volunteer and pitch in where ever is needed to get the job done. My work ethics, versatility and team leadership is a valuable addition to any team. I have been a team leader or trainer in almost all of my roles.

Interests

Sports: Ultimate Frisbee ,camping, canoeing, hiking, geo-caching, running, snow shoeing, x-country skiing, traveling.

Other: Carpentry, woodworking, deck building, landscaping, home repairs, wiring, computer repair, home theatre setup and install, general maintenance and cooking.

Adept with computer maintenance, website development, social networking, all Microsoft Office products, Adobe Products and logo design, product design and LED Lighting.

Testimonials

"I approached Chad Lambert in 2009 to help manage a Sales Territory in the South East USA as well as Puerto Rico and Central America. Chad came to me with no formal Sales Manager experience, however, he displayed a strong passion and level of commitment he would provide to obtain my goal if I put him in place. I saw a side to his personality that made him a natural for a sales position. With his strong technical background and great personality, I thought he would be a good fit in a Sales Management role. I brought him on board during the worst time possible - the start of the economic downturn.

Chad soon demonstrated his desire to succeed - he displayed his passion for the industry and sacrificed himself to the company - within 1.5 years, we had recovered to a level of sales that was equal to 2008 - which was a strong year for our company. We could not have done it without Chad's willingness to succeed. If given the chance, I would hire Chad Lambert without any hesitation."

Top qualities: Great Results, Personable, High Integrity

February 10, 2011
Ryan Hoffman Regional Sales Manager
Illumivision

"I have known Chad and worked with him since I joined Harvistor in November 2011. Chad has been the Product Manager and CAD Technician at Harvistor; a role that requires a broad range of skills. He has excellent communication skills, is extremely organized and goal-oriented, and can multi-task quite effectively. I am usually amazed that he can switch between different tasks so quickly and effectively and I think this has been the key to his success as the Product Manager.

As a person, Chad is very friendly and eager to help his colleagues. He was the one who introduced me to the local Ultimate Frisbee league. In summary, Chad has been a great asset to Harvistor and I'm sure he would be a great asset to any other employer. I would hire/work with him without any hesitation."

September 6, 2012
Amir Baserinia, Chief Scientist,
Harvistor Canada