

ANTHONY LOZANO

✉ alozano805@gmail.com 🌐 www.anthonylozano.com ☎ 408-800-6126 📍 San Jose, CA in anthonylozano 📞 alozano-77

EDUCATION

Santa Clara University

BS Mechanical Engineering 2011

WORK EXPERIENCE

Applied Materials, Robotics Engineer

Aug. 2020 - Current

- Defined precise product specifications, coordinated engineering tests, and implemented operational improvements for multi-million dollar tools.
- Implemented Agile methodology for a team of 20 engineers, resulting in improved software task tracking.
- Automated system log analysis, reducing manual labor by four hours per field failure incident.
- Managed the relationship between internal business units and external customers, successfully addressing complex issues for specific projects.
- Identified business challenges and recommended best practices, leading to measurable improvements in product, process, and service quality.
- Mentored three junior engineers, accelerating their career growth.

Ricoh STA (startup), Enterprise Sales Engineer

June 2019 - Aug. 2020

- Generated new client leads resulting in our first stream of revenue.
- Oversaw team of eight technicians to ensure the successful deployment of the product in the field.
- Wrote code to automate device-to-cloud setup, decreasing startup time by 95%.
- Spec'ed out hardware, negotiated pricing, and integrated into the supply chain.
- Contributed to the product rebranding initiative by overseeing the development of marketing materials, managing conferences, and deploying the new website.

Kawasaki Robotics, Enterprise Sales Engineer

Nov. 2016 - June 2019

- Prospected and closed \$30M in new business revenue.
- Exceeded the 2017 sales target by \$15 million through successful proof of concept and architecture demos.
- Engaged in weekly negotiations with executives to aligning strategy and KPIs.
- Provided professional mentorship and support to software team, overseeing their growth across multiple product life cycles.

Design Engineer

Dec. 2014 - Nov. 2016

- Leveraged AutoCAD to design part drawings for improved field serviceability.
- Revitalized robotic gripper to increase payload by 300% while maintaining existing fit, form, and function.
- Engineered 3D motion paths to achieve a significant increase in robot acceleration.

Quality Engineer

June 2012 - Dec. 2014

- Conducted comprehensive root cause analyses for over a hundred damaged robots, driving improvements in product reliability.
- Pioneered a SQL database to identify common failure modes, resulting in a 94% reduction in product returns.

ANTHONY LOZANO

AWARDS

Presidents Quality Award, *Applied Materials* 2021

- Received recognition for effective engagement in reliability verification and validation, mitigating high risks and ensuring system reliability.
- Implemented sustainable process for continuous system reliability growth, maintaining early learning system and executing preventative maintenance actions for customer tools.

Global Kaizen Winner, *Kawasaki* 2014

- Standardized multilingual quality assurance programs and documentation for global offices.

Global Kaizen Winner, *Kawasaki* 2013

- Implemented failure mode tracking database resulting in 80% reduction in cycle time for root cause analysis.

SKILLS

BUSINESS DEVELOPMENT: Agile Project Management, Leadership and Team Management, Mentoring and Coaching, Problem Solving and Root Cause Analysis, Process Improvement and Optimization, Sales and Relationship Management, Strategic Planning and Execution, Robotics Expertise

CERTIFICATION: AWS Certified Developer, AWS Certified Solutions Architect

TECHNICAL: Ansible, AutoCAD, AWS, Docker, Git, HTML/CSS, JavaScript, Python, Siemens NX

VOLUNTEERING

Echo Church - SF Bay Area, CA 2017 - Current

During my time at Echo Church, I embraced various projects that allowed me to make a meaningful impact. First, I took on a leadership role in conducting weekly youth ministry sessions, providing a safe environment for middle school students to connect and engage with their peers while offering support throughout their academic journey. Additionally, my wife and I led multiple bible studies, fostering spiritual growth within the community. As a valuable contributor to the church, I streamlined administrative tasks by leveraging my expertise in Python scripting and integrating custom solutions with Google APIs, resulting in the automation of monthly church member updates.

CityTeam - San Jose, CA 2016 - 2020

I had the opportunity to mentor men experiencing homelessness due to drug addiction or probation from jail. Through my involvement with CityTeam, a men's organization that focuses on physical well-being, further education, and a deeper relationship with God, I went weekly to teach classes and eventually mentored one individual through the program to graduation.

Arukah Global - Addis Ababa, Ethiopia 2018 - 2019

I collaborated with Arukah Global on a fundraising initiative to support our visit to underdeveloped communities in Ethiopia. During our mission trip, we actively engaged with local schools, constructing essential facilities and empowering education. Additionally, we actively participated in community-driven efforts to construct homes, fostering sustainable living. Moreover, our partnership extended to working with Elilta Women at Risk, providing vital support for the spiritual well-being and rehabilitation of exploited women.