

# Vincenzo “Vince” Donatini

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## Education:

### San Jose State University, San Jose, California

- *B.S Mechanical Engineering, May 2016*

## Experience

- *Johnson Hicks Marine, Santa Cruz, Ca (5+ Employees), Director of Government Projects, Sept 2017-Current*
  - Execute several multi-year government projects with federal, state, and local agencies.
    - Custom Border Protection CIV FLIR M400XR (5 Yr), Coast Guard Personal Locator Beacon Contract (5 Yr)
  - Manage and execute contract actions on several IDIQ contracts. (GSA, TXMAS, Delaware State Contract)
  - Design and sell marine electronics packages to government agencies based on needs and mission requirements
  - Sell equipment in a wholesale nature to various technicians based on their project requirements while checking their order requests to ensure the right equipment and accessories are chosen.
  - Design, test and manage the Rapid Deployment Solutions (RDS) brand within the Johnson Hicks portfolio
    - RDS designs and manufactures integrated solutions using cameras, radars and other sensors with multi-function displays with the ability to be installed and removed within minutes. In addition to product development, RDS creates turn key solutions to maritime electronic problems.
- *Mike Maier Incorporated, Livermore, Ca (5+ Employees), Mechanical Engineer, May 2016-Sept 2017*
  - Management of part numbering, inhouse production cost analysis, and product profitability.
  - Mechanical design of suspension components on various early model domestic vehicles.
  - Manufacturing of sheetmetal components via CNC Plasmacutter.
  - Technical sales of suspension & chassis components.
  - Creating manufacturing efficiency procedures and assist in manufacturing scheduling.
- *Mike Maier Incorporated, Livermore, Ca (5+ Employees), Mechanical Engineer Intern, July 2015-May 2016*
  - Responsible for manufacturability and cost studies on production products.
  - Design and implement manufacturing practices.
  - Oversee and schedule manufacturing runs.
  - Operate & program prototype and productions runs on inhouse CNC plasma table.
- *San Jose State Formula SAE, San Jose, Ca (30 Members), Team Manager, July 2012-June 2015*
  - Practiced Accounting, Project Management, & Organization.
  - Set procedures in place for better communication, sponsorship acquisition and team organization.
  - Managed a sponsorship acquisition team to fundraising \$80,000 in product donation and \$40,000 in cash.
  - Led a 30 student project team to a 2<sup>nd</sup> place<sup>(of 30)</sup> overall finish at 1st international competition in team's history (2014) & 1st<sup>(of 80)</sup> place overall at 2015 Formula SAE-Lincoln

## Proficient in

- Microsoft Office Suite, Creo/Pro E, DS Solidworks, Machining Skills, PC Troubleshooting, Graphic Design, Website Management, Quickbooks Accounting Suite, Torchmate CNC

## Memberships

- *SAE International, September 2011-2017*
  - *Student Chapter President, 2014-2016*
- *National Marine Electronics Association (NMEA), 2019-Current*
  - Basic MEI Certification Holder