

David M Wishnick

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Summary of Qualifications:

Result and Process Orientated ~Technology Transfer and Commercialization ~ Data Driven ~ Experienced in Client and Customer Facing Roles ~ Entrepreneurial ~ Collaborative

- Coordinated material and electronic Research and Development efforts with multiple firms to bring a product to market which utilizes RFID in the pharmaceutical market.
- Consultant to a large specialty paper and container manufacture to eliminate caustic soda from a wastewater treatment process. In this process caustic soda was a root cause of an OSHA reportable incident. Eliminated diatomaceous earth, a crystalline silica-containing filter aid, from this process and substituted it with a non-crystalline silica alternative product named Harborlite. Diatomaceous earth is a recognized OSHA carcinogen.
- Consulted poultry processor by optimizing their chemical wastewater processes by understanding local, state, and federal permit strength charges and guidelines and performing incremental and marginal analysis. Executed production scale experiments to measure effluent water compositions, Biological Oxygen Demand, and Total Suspended Solids as it relates to permit guidelines and municipal billing. Performed data analysis to suggest optimal chemical dosage to optimize tradeoffs of chemical cost to effluent strength charges in poultry processor industrial wastewater.
- Supported a Cooperative Research and Development Agreements (CRADA) with BASF and Argonne National Laboratory. The CRADA involved contracting process development and scale up activities to Argonne National Laboratory for a BASF product, marketed by BASF as Pentia™. Supported the final process development phase of this project by executing the start up, shut down, and daily operations of a 2, 500 gallon per a day electro dialysis pilot plant that produced Pentia™ for BASF.
- Built ACT CRM data records, maintained records, and utilized features to track sales cycle and pipeline to standardize CRM processes and data interpretation. Facilitated CRM training.
- Designed a prospecting marketing plan and executed that plan in the first year for the industrial wastewater chemical market. By solution selling, development activities resulted in a single \$70,000 new sale in revenue with \$56,000 of that in gross profit.

Education

Masters of Business Administration, Expected July 2010 GPA 3.7/4.0

Seattle University, Seattle, Washington

Bachelor of Science in Chemical Engineering, 2002

University of Wisconsin, Madison, Wisconsin, Denmark Technical University, Copenhagen, Denmark

Recent Professional Experience

09/2005-7/2009

CESCO Solutions

Seattle, WA

11/2007 – 7/2009

Outside Technical Sales Engineer and Marketing

- Consulted and maintained a wastewater customer base that generated \$600,000 year in revenue, \$350,000/year in gross profit, by performing complex data analysis to guide economic decision making, troubleshooting pumps, process controls, and other technical issues.

Pragmatyxs

Tukwila, WA

02/2007 – 11/2007

Outside Technical Sales / Business Development

- Executed Software Validations testing scripts on an in-house built proprietary FDA compliant labeling software application that complemented RFID technology for the health care market.

ChemPoint.com Incorporated

Bellevue, WA

09/ 2005- 01/2007

Inside Sales and Industry Representative

- Skilled in ONYX CRM and familiar with Great Plains operating systems. Leveraged technical knowledge negotiated and closed sales orders via internet and phone

Other Experience

06/2003-09/2005

Process/Production Engineer (Contract Position on site at Argonne National Laboratory)

- Responsible for start up, shut down, and daily operations of a 2, 500 gallon per a day electro dialysis pilot plant that produces a specialty agricultural chemical. This project is in the final phase of Research and Development and the product is sold with established QA standard methodology.

Project Validation Specialist (Contract Position at Abbott Laboratories)

- Executing pre-installation and pre-operational qualification protocols on a second generation Automated Microparticle Processing System (AMPS2G).
- Assessed validation impact and needs across several platform and assay documents. Initiated, routed, and facilitated approval of validation packages through technical reviewers, end user lab managers, validation quality, and validation review board. This position demanded completion of validation amendments and documentation in situations of impact to immediate product availability in a team oriented setting.

Process Technician (Contract Position Baxter Health Care)

- Managed the operation, basic troubleshooting, and drug batch production of a pilot homogenization process.

Activities

- National Chair of AIChE Young Professional Advisor Board (2008- Present)
- Chair of AIChE Puget Sound Minority Scholarship for Incoming Freshmen (2005- 2008)
- AIChE Chicago Young Professional Advisor Board Founder (2002; Chair 2002-2005)
- External and Sponsorship Chair of AIChE Regional Conference for the Pacific Northwest Symposium on Sustainability and the Environment (Present)