

B.J. Jackson, Jr.

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BUSINESSMAN

Highly effective executive and inventor known for meeting challenges head-on and creating positive change. Creative, detail oriented professional and collaborator with a record of success in providing vision, sustainable organic growth, new product development, product line management, customer interviews, market assessments, product design, customer support, system integration, and automation. Strong leader and problem solver with a solid technical foundation and a reputation for developing teams and leading them to achieve outstanding results in fast-paced, dynamic environments. Core competencies include:

Digital Design • New Product Blueprinting • Product Testing • Embedded Software Development • Agile Project Management • Executive Presentations • Instrumentation • Data Analysis • Industry Relationships • Product Sales • Market Channel Management • Road Mapping • Distribution Sales • Project Lifecycle

EXPERIENCE

Ultra Clean Technologies, Missouri City, Texas

November 2019 - Present

National Distribution Manager

Managing and deploying operational strategy, business processes and systems for select distribution accounts. Sustaining efforts between sales, marketing, customer service, and distribution channels.

- Strategically growing sales with end users in targeted geographies, industries, and applications.
- Developing and maintaining relationships with end users by understanding where influence resides.
- Elevating awareness of company brand through presentations and training.
- Raising the level of product and application knowledge of the sales force.

Oil and Gas Segment Manager

Grew brand awareness with regional sales managers in oil and gas and petrochemical markets in the USA and Mexico.

- Growing and supporting technical and regional sales efforts across 20 states and Mexico.
- Global Account Management - Major OEM of Analytical Instrumentation.
- Channel Marketing - OEM and Distribution Models.
- Business Development of IoT products.

Parker-Hannifin, Houston, Texas

August 2012 – November 2019

Product Manager

Develop strategies in the power gen, upstream, midstream, and downstream markets increasing sales and profits while providing premier customer service of \$25M instrumentation product line.

- Provide strategy to achieve rapid, profitable, sustainable organic growth.
- Convert customers from incumbent manufacturers using New Product Blueprinting.
- Train and support field sales, distributors, and customers.

Senior Engineer

Spearheaded development of a compressed natural gas distribution system. This includes cutting edge technology, project management, scrum, waterfall methodology, certifications, and testing.

- Awarded patent for a network control system to dispenses compressed natural gas.
- Performed new product development of hardware, software development and testing.
- Trained junior engineers on product implementation, sales, distributors, and end users.

Schlumberger, Rosharon, Texas

August 2011 – August 2012

Senior Electrical Engineer

Spearheaded Subsea New Product Development developing with cutting edge technology to meet the many challenges of subsea control and communication systems for the oilfield.

- Designed electrical system for next generation subsea testing tool.
- Prototyped electrical system for feasibility study.
- Designed the control system for next generation subsea testing tool.

AdroIT Software and Consulting, Emerson, New Jersey

January 2011 – August 2012

Automotive Algorithm Controls Engineer

Conducted algorithm development and maintenance for the Global Powertrain Division of General Motors at Milford Proving Grounds, Michigan. Simulated and test dynamic models and control algorithms.

- Modified and created algorithm specifications and software verification plans.
- Opened, modified, and changed calibration algorithm parameter settings.

Safety Vision, Houston, Texas

2010

Development and Quality Engineer

Led concurrent quality engineering activities and external and internal quality improvements. Developed engineering drawings/specifications. Authored qualification test plans and reports. Implemented corrective actions and quality reporting systems.

Texas Instruments, Stafford, Texas

2000 - 2009

Design Engineer (2002 - 2009)

Worked internally with the Design and Production staff and externally with customers to ensure the quality and performance levels of semi-conductor devices produced in the US and the Philippines. Expert in testing, identifying, and troubleshooting miscorrelated results of specific and unique customer use conditions.

EDUCATION

Bachelor of Science: Electrical Engineering - Prairie View A&M University, Prairie View, Texas

Bachelor of Arts: Mathematics - Austin College, Sherman, Texas

CERTIFICATIONS

New Product Blueprinting Blue Belt

CNG Retail and Wholesale Dealer

Toastmasters International

PATENTS

US20150059863 A1 Reconfigurable and Scalable Compressed Natural Gas Refilling Station

ASME PTC 19.3 TW 2016 Wake Frequency Calculations

TECHNICAL EXPERTISE

Processors - ARM 7 • ARM 11 • 8,16,32 Bit C54x DSP

Software - C/ C++ • Assembly • Perl • PHP • HTML • Code Composer Studio • OrCAD • NI LabVIEW • UNIX • Visual Basic • Rational ClearCase • PSPICE • Adobe Creative Suite • Tiki Wiki CMS Groupware

Equipment - Oscilloscopes • Production Testers • Advantest Testers • TempTronics

Logic Analyzers • Power Supplies • Function Generators • Teradyne • Polaris

Protocols - RS232 • J1850 • SPI • GPIB • CAN • K-LINE • I2C • MODBUS • Link Layer IP