

James Christopher Aston BA (Hons) MIET

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Date of Birth: 26th March 1983 (34)

Construction/Rail Cards: CSCS, Serco Track Awareness
and Network Rail Sentinel PTS

WORK EXPERIENCE

March 6th 2017 – Solid Solutions Leamington Spa (working from home (Honiton, Devon)), Regional Account Manager (South West)

Present Day

- Managing a customer base of 450 SOLIDWORKS customers with their day to day SOLIDWORKS requirements
- Customer visits, Managerial and Director level to plan and support business growth through our software portfolio
- Supporting customers in a diverse array of industries utilizing knowledge of SOLIDWORKS, Simulation, Electrical, Product Data Management (PDM), mould design, Plastics, Inspection and product presentation
- Marketing campaign generation and attending customer events at various South West locations to support our Applications Engineers and deliver business growth.
- Keeping my hand in with SOLIDWORKS software to better support customer needs
- Self management, arranging customer meetings, general time management and business admin
- Commercial Awareness and negotiation with customers

June 3rd 2013 – Brecknell Willis Chard, Project Design Engineer

March 3rd 2017

- Product Development of pantograph chains, for increased performance and reliability.
- Project Engineer for conductor rail system design and installation, and production of technical documentation on projects for Docklands Light Railway (DLR), Beckton Depot Extension, Max BÖGL and Doha Metro.
- Lead Project Design Engineer on the following conductor rail projects:**
 - Vancouver Evergreen Skytrain – Third and Fourth rail side running
 - Copenhagen Cityring – Third rail under running
 - Buenos Aires Mitre Line – Third rail under running
- Design, development, creation of technical drawings and BOM's for tooling, fabrications, castings and mouldings using SolidWorks 2013, 14, 15 and 16
- Customer interaction and technical discussion to execute on time project delivery and manage project variables
- Global travel for design reviews and supervising testing and installation.

March 24th 2009 – HBB and veloist Cycle wear Honiton, Director/Owner

December 18th 2013

- General day to day business management
- Website creation and management via Wordpress
- Product and brand image design in Illustrator and Photoshop
- Marketing campaign generation and sales (B2B and Consumer)
- Promotion and PR, trade shows, print and online media

August 9th 2010 – ITT Industrial Process Axminster, Product Support Engineer

April 2nd 2012

- Managed new product development of a small sealless chemical pump in Pro-E
- Engineering support for EMEA region on all ISO sealless and sealed pumps
- Managed rule creation for pump selection configurator software

November 17th 2008 - Air Control Industries and TES Ltd Chard, Project Design Engineer

July 2nd 2010

- Implementation of Windows Sharepoint Services
- Implementation of a project management system
- Fans, blowers, drying system and electric motor knowledge
- Training creation and delivery of Sharepoint to colleagues
- SAP Business 1 Usage
- Design and development of a heat pump using SolidWorks 2010
- Data collection and analysis for development
- Trade shows and promotional work
- Marketing and technical brochure creation
- Project management of heat pump development

March 31st 2008 - Alcoa Howmet Exeter, Product Engineer

- November 7th**
- Dimensional responsibility of production for 45 parts
 - Engineering methods instruction for production
 - Tooling build and design from engineering drawings

September 19th 2005 - Doncasters Investment Casting Chard, Product Engineer

- March 14th 2008**
- Personally responsible for an aerospace product inventory of 40 or more parts, customers including Rolls Royce.
 - Training documentation and procedure writing
 - Co-Ordinate Measuring Machine operation
 - Solid Works 2007, 2008 and Unigraphics NX4 usage

SKILLS

- Communication** Excellent team work skills gained from group design projects, presentations and working with experienced engineering teams. I am also a confident leader and team player, with the ability to communicate well.
- Learning Ability** A very fast learner, with good initiative and common sense, developed from an inquisitive mind learning by trial and improvement.
- Computer Skills** Excellent understanding of the Windows OS, XP through to 10, Microsoft Excel and a good understanding of the Mac OS, Microsoft Word, Outlook and PowerPoint. Highly capable in 2D AutoCAD, SolidWorks 2010 to 2017, including Visualize and PDM. A good knowledge of Illustrator and Photoshop. I also have excellent internet skills. I am a competent system builder that understands hardware and software requirements, networking, wireless in particular, printers and copier settings and maintenance.
- Engineering Skills** I have an excellent and improving dimensional and metallurgical understanding of aerospace and commercial investment casting work from wax through to finishing, NDT and heat treatment, tooling design and gauging. I'm confident with usage of NADCAP and BSi approvals and many customer specifications. Green Belt trained with six sigma and kaizen tools for business improvement and streamlining. I am also highly creative with packaging, net design, presentation, layout, sketching and 3D visualization skills developed from 7 years of Art and Design study, with an eye for detail. All these things add to my ability to approach tasks/problems with an open but critical mind to achieve efficient and effective solutions to my work. Familiarity and use of railway standards and working practice, particularly related to electrification.
- Sales Skills** I'm an experienced hand at trade shows having been a key team member promoting products at EcoBuild and Home Building and Renovating show, as well as The Bike Show and London Bike Show. I'm also an experienced B2B seller, planning and organising my own meetings for new sales and maintaining relationships.

EDUCATION

- 2001- May 2004** **Southampton Institute, graduating with BA (Hons) in Product Design with Marketing.** Key units have included – Design Research, Human Interface, Design Projects Themes, Design Projects Industry, Creative Technologies, Manufacturing Studies, Material Studies and Marketing Studies.
- 1999 – 2001** Richard Huish College, passing two A – Levels, IT and Design and Technology and one AS – Level, Art and Design, also studying a year of A Level Physics.
- 1994 – 1999** Holyrood Community School, GCSE subjects, 9 GCSE's grades A – C in Mathematics, English Language, English Literature, Double Award Science, Design and Technology, Geography, French and Art

INTERESTS AND ACHIEVEMENTS

I've held a full, clean UK driving license for seventeen years now. I have a personal interest in photography which I spend some of my spare time doing. Mountain biking and road riding are my favoured forms of exercise; I have also competed in this sport, for which I also design jerseys and I have a general interest in bikes, architecture, design, technology and aviation. I'm also a keen snow sports fan when I get the chance to head to the mountains! MIET status awarded in 2014.

REFEREES

Mr. S. Fielder (Engineering Manager)
Brecknell Willis Ltd
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TA20 2DA
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