



INDERJIT SODHI

MANAGEMENT PROFESSIONAL

PERSONAL PROFILE

- Seasoned leader with creative management, technical expertise and communication skills
- Proficient manager of distribution channels and subsidiary operations.
- Detailed technical and business knowledge of the automotive, construction, medical device, and semiconductor industries
- Comprehensive international import/export business experience
- Versatile in marketing strategies, business development and negotiation.

WORK EXPERIENCE

Marketing Director/Lab Manager

EMI Gage, Lake Barrington, IL

2/2014 – 9/2024

Accomplishments

- Created and implemented strategic integrated marketing communications plan
- Launched new website and web-based marketing initiatives for brand recognition/corporate identity
- Created new product lines and grew existing sales

Responsibilities

- Development and integration of marketing strategy for company brand
- Project management of PPAP and ITAR prototype studies and ISO calibrations.
- Design of all corporate identity materials - web, print and trade show
- Project estimation and cost review
- ISO9000 certification/audits/improvements

Project Manager

United Building Restoration Ltd. Pickering, ON

6/2012 – 12/2013

Accomplishments

- Completed large resurfacing contract in line with proposal
- Utilized Project software to identify inefficient workflow

Responsibilities

- Project Management of resurfacing contracts (concrete/asphalt)
- Manage communication with stakeholders
- Scheduling and cost oversight

Partner

Frostwerks, Barrington, IL

05/2007 – 4/2012

Accomplishments

- Launched company, website and created all marketing materials
- Integrated Chief Architect plans into estimating and workflow processes

Responsibilities

- Administrative, payroll, estimation and accounting functions
- Client management and county contractor management
- Architectural design and proposals

Sales Manager

Nikon USA, Melville, NY

1/2004 – 2/2006

Accomplishments

- Solidified Nikon's position in niche market by selling vision systems for medical device applications in pacemakers, defibrillators, stents and catheters
- Aided in securing a global semiconductor account for wafer inspection

Responsibilities

- Sales and account management, including application development and support
- Trade show and seminar representation
- Business development, lead generation, and target marketing

Key Account Manager

LK MSI, Brighton, MI

10/2001 – 9/2003

Accomplishments

- Increased revenue through sales of service contracts to key automotive customers
- Maintained sales of equipment through difficult transitional phase of organization

Responsibilities

- Business development of key industrial, automotive and aerospace accounts on a national level

CONTACT



+1 (312) 823-8528



indybarrington@gmail.com



1215 S COOK ST
BARRINGTON, IL 60010

EDUCATION

Northwestern University, Evanston, Illinois
MSc, Communication (Managerial Program)

University of Waterloo, Waterloo, CANADA
BSc, Science and Business Program

Volkshochschule VHS, Göttingen, GERMANY
Intensive German Language (DaF)

SOFTWARE SKILLS

Adobe: InDesign, Illustrator, Photoshop, Acrobat Professional, Dreamweaver

Microsoft: Excel, Outlook, PowerPoint, Word, Publisher, Project, Access

Other: Chief Architect, Smartsheet, Quickbooks, Salesforce, Social Media Apps

CODES/STANDARDS

IRC/IBC International Residential/Building Code
ASME B46.1 Surface Texture, ISO1101 Geometrical
Product Specifications, NEC (NFPA 70) Electrical

EXPERTISE

- Leadership
- Communication
- Technical Oversight
- Critical Thinking
- Data Analytics
- Innovation

LANGUAGES

- English (Native)
- German (Fluent)
- French (Experience)
- Spanish (Experience)
- Punjabi (Fluent)
- Hindi (Experience)

COMMUNITY

Auxiliary Advocate Good Shepherd Hospital
Lifetime member and volunteer