



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.

CONTACT

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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

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