

# AUSTIN J. HANIA

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## Work Experience

Johnson Barrow

*Spokane, WA*

### **Inside Sales Engineer/Project Manager**

May 25' – Current

- Priced, ordered, and closed out equipment from large HVAC manufacturers, being the primary contact for customers
- Managed 30-40 concurrent projects, with budgets ranging from \$5,000-\$100,000
- Hired as Project Coordinator, quickly (3-5 months) graduated to PM/ISE for the Air Distribution division of Johnson Barrow INW (Eastern WA, Northern ID, Northern Oregon)

Boeing

*Everett, WA*

### **QA Engineering Intern**

June – Aug 2023

- 1 of 8 Students in the US selected to be trained in QA methodologies
- Shadowed Mechanical Engineers, Line Quality, and Additive Manufacturing professionals
- Implemented LEAN principles to reduce travel and defects in design on 777/777X planes to FAR25 standards
- Self-taught Python outside of work hours, using projects such as microblogs, facial recog., etc. as a basis for learning

Boeing

*Everett, WA*

### **Engineering/Mfg Intern**

June – Aug 2022

- Learned/Improved: Riveting, Drilling, Print Reading, Requirements Management, etc.
- Practiced ITAR standards
- Reduced wait times for quality checks by ~1hr

## Projects/Activities

### **Volunteer, Self Organized**

- Volunteered for 5+ months in Chile/Argentina
- Built wells, houses, livestock corrals, and power infrastructure for governmentally subsidized communities
- 1 of 3 known trekkers to summit Volcán Chillan in under 6 hours
- Self-taught linear algebra and multivariable calculus during down time, applying concepts to real world issues (physics, finance) to further understanding

### **Co-Founder & Host, DSI**

- Initiated and scaled a podcast interviewing 30+ CEOs, founders, and high-impact professionals, building strong rapport and driving high-value conversations
- Built a custom CRM in Notion, developed cold outreach scripts, and implemented a repeatable outreach system that grew a network from 1 to 100+ qualified contacts in 12 weeks using programs such as Zoominfo and Apollo.io
- Created branded merchandise and audience engagement workflows, showcasing entrepreneurial initiative, content marketing skills, and process-driven thinking

## Education

**Spokane Valley Tech**

*Spokane, WA*

*STEM based high school; Engineering focused path with Manufacturing experience  
Class of 2024*

## Certifications

- **Asana Workflow Specialist**, Apr 2025
- **Asana Foundations**, Apr 2025
- **HubSpot Sales Hub**, Apr 2025
- **SOLIDWORKS Professional**, Apr 2023
- **SOLIDWORKS Associate**, Apr 2023
- **OSHA 10 General Industry Safety**, Apr 2023
- **BLS (CPR, AED)**, Jan 2025