

Samuel John Gomez, MIDS, PMP

Changing the World by Leading the Development of Intelligent Industry 4.0 Technology Solutions

SUMMARY

Technology visionary with an entrepreneurial spirit and over a decade of experience leading high-performance engineering and technology-focused teams in building the next generation of smart manufacturing facilities. I enjoy continuously improving the world through relationships, processes, and technology. A genuine passion for learning, innovating, and sharing my experiences with others to accelerate their success trajectory has paved my track record of delivering transformational business solutions. My leadership and management style promotes personal and professional growth, continuing education, and, most importantly, a safe and fulfilling work environment. I strive to deliver world-class service with the purpose of positively contributing to the individual, organization, and community.

INDUSTRY EXPERIENCE

Founder and CEO

SAGO Technology 📍 Bakersfield, CA 📅 03/2022 – Present

Building the next generation of smart manufacturing facilities by developing artificially intelligent Industry 4.0 technology solutions through a systems engineering, information technology, and data science approach.

- ☑ Acting engineering, procurement, and construction firm for a brownfield smart manufacturing facility that will serve as the east coast hub for an agricultural manufacturer with \$200MM+ in annual revenue.
- ☑ Completed the commissioning, startup, and commercial operation of a \$15MM microgrid for the world's largest gourmet potato producer after the company terminated its contract with the project's original general contractor.

Director, Microgrid Intelligence and Automation | Promoted to VP of Engineering

Concentric Power 📍 Palo Alto, CA 📅 08/2021 – 03/2022 (Left prior to the company's financial bankruptcy)

- ☑ Led and managed a multi-disciplinary team of engineers, information technologists, data scientists, project managers, and technicians to design, build, operate and maintain microgrids throughout California.
- ☑ Implemented the Engineering, Technology, and Service Division's business plan and technology roadmap. Defined mission, vision, values, behaviors, short-term and long-term goals, objectives and key results, organizational structure, key performance indicators, operational processes, and employee annual plans.
- ☑ Strategically leveraged relationships with key industry partners to develop the company's patented technology architecture, which unlocked the first secure edge to cloud microgrid control system.
- ☑ Deployed data analytics and machine learning algorithms at scale to optimize microgrid system performance by utilizing Industrial Internet of Things (IIoT) technology.

Director, Engineering and Technology

Tasteful Selections 📍 Arvin, CA 📅 01/2020 – 08/2021

The World's Largest Bite-Size Potato Company | Named the Fastest Growing Ag Company by Inc. 5000 in 2021

- ☑ Appointed to the Executive Management Team and C-Suite-endorsed to carry out my strategic vision of combining the Data Analytics, Engineering, and Technology Departments into one cohesive unit aligned with achieving corporate objectives by integrating information and operational technology across the enterprise.
- ☑ Developed and managed the CapEx and OpEx programs. Implemented \$50MM+ in capital projects: \$30MM state-of-the-art manufacturing facility, \$10MM fully automated commodity sorting, sizing, and bin filling system, \$3MM plant-wide robotic case packing and palletizing application, \$3.5MM bin handling and product processing system, \$1.5MM process water recycling, \$1MM semi-truck filling and unloading, and \$500M AI security camera system.
- ☑ Effectively communicated the strategic benefit and complex technical requirements across all levels of the organization to gain buy-in for numerous operational and information technology projects that utilized object oriented programming, statistical/ML/AI algorithms, and data extract, transform and load (ETL) techniques to deliver: customer-focused web application for order tracking, automated production line scheduling, improved overall equipment effectiveness system, FDA compliant product traceability/genealogy system, real-time internal quality data acquisition and reporting, asset RFID/passport tracking, and supply & demand forecasting models.
- ☑ Achieved multiple business objectives through strategic capital planning, leadership, and the ability to break down strategy into tactics, manageable work packages, and tasks that linked team members' smart goals to department key performance indicators and corporate objectives.
- ☑ Methodically created and executed the company's engineering and technology roadmap—developed technical aspects of the company's strategy to ensure alignment with business goals.
- ☑ Scaled the engineering, technology, and project management departments to meet the demands of a hypergrowth company that sought to adopt state-of-the-art technology.
- ☑ Championed a world-class culture emphasizing safety, integrity, innovation, accountability, and ownership.

Sr. Manager, Engineering, Information Technology, and Data Analytics 📅 04/2019 – 12/2019

- ☑ Managed a cross-functional engineering, information technology, and data analytics team that supported daily operations and the design and build of three ultramodern production facilities necessary for business growth.



✉ samuel.gomez@ sagotechnology.com

📞 (559) 859-6577

📍 Bakersfield, CA

🌐 Samuel J. Gomez

🏢 SAGO Technology

EDUCATION

🎓 Master of Information and Data Science (2022)

University of California, Berkeley
GPA 4.0 - Artificial Intelligence, Machine & Deep Learning, Big Data Analytics, Statistics, and Modeling & Forecasting

🎓 Bachelor of Science, Electrical Engineering (2010)

California State University, Fresno
Control Systems, Programmable Logic Controllers, Robotics, and Power

MANAGEMENT SKILLS

- 👤 Executive Leadership
- 👤 Strategic & Capital Planning
- 👤 Multidiscipline Engineering & Technology Management
- 👤 Program/Project Management
- 👤 Analytical Decision Making
- 👤 Creative Problem Solving
- 👤 World Class Culture Champion
- 👤 High-Performance Team Building
- 👤 Mentoring & Motivating
- 👤 Grounded & Self-Aware

TECHNICAL SKILLS

- 🔧 System Architecture & Engineering
- 🔧 Information & Operational Technology
- 🔧 Operational Excellence
- 🔧 Lean Manufacturing
- 🔧 Industrial Automation
- 🔧 Industry 4.0
- 🔧 Smart Factories
- 🔧 AI - Machine & Deep Learning
- 🔧 Microgrids & Renewable Energy
- 🔧 Construction & Utilities

SYSTEM INTEGRATION

- Cloud & Hybrid Architectures
- AI Parallel Computing
- Distributed Control Systems
- Supervisory Control and Data Acquisition
- Enterprise Resource Planning
- Manufacturing Execution
- Warehouse Management
- Overall Equipment Effectiveness
- Product Traceability
- Maintenance Management
- Supply Chain Management
- Order Management
- Workforce Management
- Finance

CERTIFICATIONS

- Project Management Professional | PMI ID 2632367
- Leadership Academy of Excellence
- Rockwell Automation - Thinmanager
- Ignition - SCADA
- FANUC Robots

AWARDS & ACHIEVEMENTS

- Capstone Project Showcase MIDS, UC Berkeley (2022)
- Western Growers Technology Innovation Award (2021)
- FANUC Robotics Customer Case Study (2021)
- Soft Robotics Runner-Up for Customer Innovation (2021)
- Best Department Award Tasteful Selections (2019)
- Technology Innovation Award Tasteful Selections (2019)
- Continuous Improvement Award Tasteful Selections (2018)
- Technology Innovation Award Tasteful Selections (2017)
- Game Changer Award Tasteful Selections (2016)

- Discovered and capitalized on a \$10MM sales opportunity by integrating data across multiple platforms using Python, SQL, and R and through a thorough research design seeking to capture product shrink.
- Developed an algorithm that analyzed production line outputs in real-time; then used feedback loops to optimize the product blend based on specifications, this improved inventory management and product availability.
- Programmed an automated first-in-first-out (FIFO) process using Python and SQL that allocated the oldest product to production orders through the existing supervisory control and data acquisition (SCADA) system—realized \$400M to the bottom line by reducing aged inventory.
- Created an algorithm that analyzed production line inputs in real-time, then distributed pick-out product to predetermined locations based on order fulfillment—increased tier two orders by 20%.

Engineering Manager 02/2015 – 04/2019



- Developed a robotic case packing application that reduced labor costs by \$3.5MM annually. ROI achieved within nine months, engineered internally for 50% less than the external cost—resulted in two customer case studies.
- Engineered a patented product delivery system between two production assets that nearly doubled throughput and increased annual revenue by \$8MM.
- Spearheaded the implementation of a plant-wide overall equipment effectiveness (OEE) software platform. Strategically deployed automated data acquisition, leading to a 10% increase in OEE and \$1.5MM labor savings.
- Introduced the company's first computerized maintenance management system (CMMS). Rolled-out preventive maintenance (PM) schedules, work order assignments, and inventory management. This initiative improved reliability, contributing an additional \$20MM in revenue over the previous year without additional assets.
- Organized and executed the documentation of standard operating procedures (SOPs), good engineering practices, and engineering standards referencing state and federal codes to ensure compliance with regulations; this contributed to an effective onboarding and training program and created an internal engineering standard.

Principal Systems Engineer

JTI Electric  Fresno, CA  08/2014 – 02/2015

- Led teams of engineers, technicians, and electricians in providing turnkey automated manufacturing solutions to several of the top 100 food and beverage companies.
- Managed the systems integration of a manufacturing execution system (MES) that interfaced with an Oracle enterprise resource planning (ERP) system and a Wonderware SCADA system for California's largest dairy producer. This initiative streamlined processes from sales to order fulfillment.

Electrical and Controls Engineer

Netafim, USA  Fresno, CA  07/2011 – 08/2014

- Integral member of the Lean Steering Team responsible for crafting the value stream map. Received an in-depth lean manufacturing education and applied lean principles to group similar products into "product families" using qualitative analysis—this led to a 10% increase in production line utilization.
- Selected as the US manufacturing representative to participate in a global engineering initiative that identified and engineered solutions for production line bottlenecks—increased throughput by 40%.

ACADEMIC EXPERIENCE

Adjunct Faculty (Concurrent with industry experience. Upcoming opportunity)

California State University, Bakersfield  Bakersfield, CA  Start Date - 01/2023

- Upcoming opportunity to co-instruct agribusiness analytics class sections and augment the existing curriculum with the latest data science techniques.

Adjunct Faculty (Concurrent with industry experience. Hiatus due to Master's Program.)

Bakersfield College  Bakersfield, CA  01/2019 – 12/2019

- Instructed program sections during the evening and enhanced the industrial automation curriculum by updating assignments with the latest industry content. I was well-received by the students, rating higher than any other professor in the program.

Math Tutor

Reedley College  Reedley, CA  01/2007 – 5/2008

- Held office hours throughout the week and weekends to support fellow students in their academic pursuits.

COMMUNITY INVOLVEMENT

- Program Ambassador | UC Berkeley MIDS (2020 – Present)
- Central California Member | International Society of Automation (2018 - Present)
- Central Valley Member | Project Management Institute (2018 – Present)
- Advisory Board Member & Curriculum Lead | Bakersfield College B.S. in Industrial Automation (2016 - Present)
- Bakersfield College Industry Partner - Internships & Senior Design Projects | Tasteful Selections (2017-2020)
- Industry Speaker | San Joaquin Valley Manufacturing Alliance (2018)
- Commencement Keynote Speaker | Bakersfield College – Industrial Automation (2017)