

Andrew Banyots – Personal Profile - 2009

Education: Case Western Reserve University Cleveland, Ohio
Electrical Engineering B.S.
Beta Theta Pi Fraternity President
Baseball team

Career Experience:

1985-1987 Anderson-Bolds Inc. Columbus, Ohio
Industrial Electrical Distributor
Field Industrial Salesman – 20 counties
Direct customer sales of industrial computers, PLCs,
Proximity switches, solenoid valves, and heaters.

1987-1992 Anderson-Bolds Inc. Cleveland, Ohio
Siemens Products Manager – state of Ohio – 3 offices
Sales marketing and technical support for salesmen in
All offices. Design marketing strategies and promotional seminars.
Customer training and technical service support for Siemens customers.
Demonstration equipment and stock management.

1987 Founded Firewings Systems Inc. Cleveland, Ohio
Customer demand for programming services not offered by Anderson-
Bolds led to formation of company to perform supplementary services.

1992-1994 Great Lakes Controls Cleveland Ohio
Siemens purchase of Texas Instruments PLC division led to new expanded
distribution channel.
Siemens Products Manager – Ohio, PA, and New York territories
Sales, marketing strategies, and technical support. Record bonuses for
product growth. Develop Programming and maintenance training
programs.

1994-Present Firewings Systems Inc. Cleveland, Ohio
Full time pursuit of my own company.
Siemens programming and training services has grown to cover high tech
machinery on the East coast. Complete project services including design,
Programming, installation, and start-up. Projects installed in Italy, Spain,
Germany, China, Canada, and Mexico. Currently developing retrofit team
to convert obsolete S5 controls to modern S7 controls on high priced
European equipment.