

Contact

www.linkedin.com/in/erin-rau-075b217 (LinkedIn)
www.usgbc.org (Other)
www.trane.com (Company)

Top Skills

Microsoft Office
Customer Service
Sales

Erin Rau

Data Analytics and Building Automation Account Manager at Trane
Overland Park, Kansas

Summary

Specializes in HVAC building automation systems and data analytics - working with engineers, owners, and contractors throughout the construction process to optimize their systems. I work specifically with commercial buildings.

Specialties: LEED AP, High Performance Buildings, Building Automation and Controls, Energy Management

Experience

Ingersoll Rand
Sales Engineer
January 2006 - Present

Responsible for calling on engineers, owners and contractors throughout different phases of construction to sell HVAC building automation and controls. I work with engineers, contractors, and owners to help design efficient, sustainable, and cost effective HVAC systems and High Performance Buildings focusing on the Building Automation.

My team Increased controls sales in the Kansas City office from \$3 million in 2005 to over \$10 million in 2009. Market share was increased by over 100% over the same time.

Began work in the Omaha market in January 2010.
Moved back to Kansas City in September of 2014.

Farrell's eXtreme Bodyshaping, Inc.
Instructor/Coach
March 2011 - September 2014 (3 years 7 months)
Instructing kickboxing and resistance bands classes. Coaching new students through classes and nutrition.

Dollar General
Distribution Center Industrial Engineering Intern
May 2005 - October 2005 (6 months)

Responsible for evaluating and implementing Industrial Engineering practices in the Fulton, MO distribution center

Worked with Industrial Engineers across the country to evaluate country-wide distribution center performance and suggest practices to put in place

Evaluated and implemented new performance standards for CasePack and NonConveyable areas.

Education

University of Missouri-Columbia

Bachelor of Arts, Industrial Engineering · (2001 - 2005)