

LUIS E. SEGOVIA

SUMMARY

Engineering Professional with over 25 years of experience, spanning technical support, technical training, consulting, sales and project management from both the vendor and user perspectives.

- Business Development in Marketing - Medical Industry.
- Cross Functional Team Leadership and Training for teams from 3 to +150.
- Risk Management for medical devices, Advisory Committee for environmental and waste management products (radioactive sources including depleted uranium).
- Resource Management (Consultants, Project Management – functional & technical).
- Broad background includes bilingual customer training and support.
- Technical experience in control systems, instrumentation, high power electronics, RF modulators, data acquisition, transducers, radiation, analog and digital electronics, Electro mechanical systems, particle acceleration, and microwaves.
- Knowledge of biomedical equipment service, management, and sales.

EDUCATION

MBA, concentration in finance, University of Houston, December 2000.
BSEE, University of California, San Diego, March 1985.

EXPERIENCE

1998 – Present Consultant Houston, Texas

Radiotherapy consulting:

- Purchase logistics and project management for Radiation Oncology Departments.
- Business development Imaging and Radiation Oncology
- Technical support for medical linear accelerators.
- Sales of diagnostics and radiotherapy capital equipment.

1991 – Present The Methodist Hospital Houston, Texas
Lead Senior Service Engineer, Radiotherapy

Developed and implemented medical equipment service program, including:

- Service and maintenance of six Medical linear accelerators. Varian and Siemens.
- Service record maintenance for all radiotherapy equipment in accordance with federal and state regulations.
- Inventory management and sparing.
- Engineering support for clinical research.
- Budget for medical equipment maintenance.
- Assisted in negotiations for capital equipment purchase.
- Develop metrics to measure equipment performance and report to upper management.
- Project management for new medical equipment installations.

Reduced the annual cost of equipment maintenance by approximately 50%.

Reduced down time from 15% to under 1%.

1987 –1991
Service Engineer

Siemens Medical Systems, OCS.

Concord, California

Performed factory installation and service of Siemens medical linear accelerators.

Provided technical support to Siemens offices world wide, as well as engineering support to test, R&D, and training organizations.

Completed assignments in Latin America, China, Canada, and the United States, including:

- Teaching a four week course for service engineers in Colombia
- Training the medical physics staff at the Methodist Hospital in Houston, Texas.

1985 –1987
Service Engineer

Siemens, S.A.

Caracas, Venezuela

Responsible for service, maintenance and installation of Siemens medical linear accelerators and x-ray systems, including:

- Technical support for customers and sales personnel.
- Identification of potential key accounts.
- On-site product presentations

PROFESSIONAL TRAINING

Radiation Protection, MS Program, University of Texas, MD Anderson Cancer Center, 1993.

Introduction to Medical Physics III, MS Program, University of Texas, MD Anderson Cancer Center, 1992.

Varian High Energy TMI, TMII Service, Milpitas, California, 2004.

Varian Portal Vision Technical Service, Milpitas, California, 2004

Varian Millennium MLC Technical Service, Las Vegas, NV, 2004

Varian TrueBeam TMI Service, Las Vegas, NV, 2012

Primus Service, Siemens Medical Systems, OCS, Concord, California, 2000.

Mevatron KD-2 Service, Siemens Medical Systems, OCS, Concord, CA, 1990.

Basic x-ray training program, Siemens S.A., Rio de Janeiro, Brazil, 1986.

Mevatron Service, Siemens Medical Systems, OCS, Concord, CA, 1985.

AWARDS & HONORS

Dean's honors list for academic excellence, University of Houston, CBA, 2000.

Employee of the year, The Methodist Hospital, 1993.

Employee of the year, Siemens Medical Systems, OCS, Concord, CA, 1991.

SPECIAL SKILLS

Bilingual – English and Spanish. Dual Citizenship USA & Venezuela

INTERESTS

Soccer, languages, outdoors. current events, history

REFERENCES

Available upon request.