

ROBERT A. SCHMIDT

1501 W. Horatio St., #102 • Tampa, FL 33606 - USA
Phone: +1 (810) 441-1457 • Email: bob@uavpropulsionsitech.com

SUMMARY OF QUALIFICATIONS

A mechanical engineer with thirty years experience in the design, management, marketing and sale of fuel delivery and propulsion solutions for automotive, powersport and military applications. Product specialty includes automotive fuel delivery systems and complete propulsion solutions for military unmanned aerial vehicles (UAV), auxiliary power units (APU), outboard, motorcycle, & ATV applications. Key skills include strong leadership, team building, problem solving, client relationship management, sales & marketing and international business.

WORK EXPERIENCE

UAV Propulsion Tech – Tampa, FL 2007-Present
Founder/President

Independent technical sales representative marketing technologies to the US UAV market from: Australia, Canada, Sweden, Germany, Estonia, and the United Kingdom. Currently marketing Unmanned Aerial Vehicle (UAV) propulsion, autopilot, servo, gyro-stabilized EO/IR gimbals, electric turbofans, capacitive liquid level sensors, engine sensors and parachute solutions. UAV Propulsion Tech is owned by Schmidt Products, LLC (www.uavpropulsionsitech.com). Solutions include: 2-stroke aircraft engines and APU's from Hirth Motors-Germany (www.hirth-engines.de), autopilots from MicroPilot-Canada (www.micropilot.com), servo actuator solutions from Volz Servos-Germany (www.volz-servos.com), gyro-stabilized EO/IR gimbals and thermal imagers from DST Control – Sweden (www.dst.se), electric turbofans from Neva Aerospace - UK (www.neva-aero.com), capacitive level sensors/engines sensors from Reventec – UK (www.reventec.com), underwater/submersible remote operated vehicles (ROV) from Nova Ray-USA (www.novarayrov.com) and rescue/recovery parachute solutions from Skygraphics AG-Germany (www.protectuav.com).

ORBITAL CORPORATION LIMITED - Perth, Australia. (US office-Lapeer, MI) 2000-2007
Director of Business Development, also Corporate Officer for US.

Orbital's primary business and technical representative for all customers in North America and military customers in Europe. Responsible for developing business opportunities for Orbital's powertrain consulting services and low pressure air-assist gasoline direct injection system. Key market areas include: automotive, powersports (outboard, PWC, snowmobile, motorcycle, ATV), and military engine applications.

- One man show coordinating all facets of marketing Orbital's powertrain services: marketing, budgeting, forecasting, planning, designing (support), quoting, presenting, selling and managing customers/licensees. Also US contact for Orbital's US shareholders and US Corporate Officer.
- Represented Orbital in the US/Europe on a contract basis from 2007 to 2017 through UAV Propulsion Tech.

SiemensVDO – Rochester Hills, MI 1997-1999
Engineering Manager

Manager of VDO North America's fuel system engineering organization. Responsibilities included: adapting VDO AG fuel system technology to US applications, leading cross-functional product launch teams, developing market strategies, estimating, budgeting, presenting & negotiating with customers, building & leading a 15-person staff of engineers, designers & technicians, and planning for future resource and testing expansion.

- Managed several RFQ's that resulted in the award of four key fuel system contracts totaling \$65MM in annual sales.

- Built up North American fuel system presence for VDO: personnel, testing, prototyping and local expertise to manage an expanding fuel system market.
- Managed the site selection and renovation of a 17,000 sq. ft. technical center in Rochester Hills.

TI AUTOMOTIVE – (Several positions & locations noted below)

1986 - 1997

**Advanced Fuel Pump Development Manager (1996-1997)– Chalons-en-champagne, France
Marwal Systems S.A (JV-TI Automotive 49%, Magneti Marelli 51%)**

Coordinator of advanced fuel pump development programs between Marwal Systems, France and TI Automotive, US.

- Dramatically improved communication between Marwal and TI Automotive engineering departments.
- Coordinated and developed 5-year pump plan strategy.
- Completed Master of Science in Administration while working full time.

Sr. Project Engineer/Project Engineer/Sr. Engineer (1989-1996) – Caro, MI

Program manager for idle air control valve, fuel pressure regulator, fuel pulse damper, “modular single stage” electric fuel pump, “high output” electric fuel pump, “fixed face clearance” high pressure pump and brushless fuel pump development programs. Core team leader and supervisor of engineers, designers, and technicians.

- Received a United States Patent (#6,447,270) on a *brushless coolant pump and cooling system*.
- Received a United States Patent (#4,909,211) on a *barrel type throttle valve for an automotive engine air intake*.
- Managed fuel pump program from concept through production and met timing objectives set by management

Sr. Technician/Technician (1986-1989) – Cass City, MI

Responsible for prototype builds, design input, bench testing, and data analysis of automotive and small engine development programs. (Integral throttle body/mass air flow sensor, plastic intake manifold and 2-stroke emissions reduction)

- Completed bachelor’s degree while working full time.

EDUCATION

- Master of Science in Administration from Central Michigan University, (1997)
- Bachelor of Science in Mechanical Engineering, Lawrence Technological University, Southfield, MI. (1989)

PROFESSIONAL MEMBERSHIPS

- American Society of Mechanical Engineers (ASME) member.
- Society of Automotive Engineers (SAE) member.
- Society of Automotive Engineers, Fuel Injection Standards Committee (past member and leader of gasoline DI hardware team.)
- Association for Unmanned Vehicle Systems International (AUVSI)
- Global Special Operations Foundation (SOF)

APPLIED SKILLS

DFMEA, PFMEA, Control Plan, 8D, APQP, Process flow chart, DOE, Multiple regression, Weibull Analysis, SPC, MSOffice, MSPProject, ProE (basic training), Alibre Design.