



## Alvin Kirksey

**B.S. in Welding Engineering (2018)  
ITW Welding (Miller/Hobart), Houston, TX**

### **Describe your overall duties/ responsibilities as a Product Specialist:**

In both my Engineering Applications and Product Specialist roles, I have performed lab tests to optimize welding parameters and procedures for customers. I also complete lab tests for evaluation and comparison of welding machines, consumables, and wires to gain business. It is also a duty of mine to assist customers with any welding related questions and troubleshooting including: filler metal selection, welding theory, welding codes and standards, and best welding practices. My roles have afforded me the opportunity to write professional articles, travel, and make marketing videos as well.

### **Explain the skills/abilities that are required for being successful in your role:**

In a sales-focused engineering role, the importance of communication, public speaking, and writing skills cannot be stressed enough. When you hone these skills, the benefits will be seen in every facet of your professional career—whether you are in a meeting, working with a team, writing a lab report or email, interfacing with customers, or even

negotiating your salary. These skills will allow you to take full advantage of every opportunity to articulate your thoughts, ideas, and even your value. Another great skill to have is the ability to understand people. An example would be me listening to my customers and mentally putting myself in their position to better understand their goals and issues I need to solve.

### **What advice would you give to students who are considering majoring in Welding Engineering?**

Use your college years to take advantage of all the resources and experiences that OSU has to offer. Explore what interests you through internships, project teams, and research. Utilize student organizations to network with companies and professionals, make friends, grow professionally, and have fun! In addition to all of that, you can also utilize career services when searching for a job or polishing your resume.

