

Zachary DeMarco

Project and Product Excellence

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Customer-facing technical product professional with experience supporting engineered product opportunities across quotation, feasibility, tooling direction, supplier coordination, costings, and delivery timelines. Background combines manufacturing, additive manufacturing, CAD, complex moulded products, and cross-functional project delivery. Able to translate customer requirements into practical technical and commercial solutions while supporting sales, engineering, quality, suppliers, and operations.

PROFESSIONAL EXPERIENCE

Product Technologist (Project & Product Management)

Trelleborg Sealing Solutions (2024 - 2026)

- Supported customer-facing engineered product opportunities from quotation through FOT, helping translate customer requirements into feasible manufacturing processes, tooling, cost, and timeline solutions.
- Worked within the product management team across multiple business units, focusing on multi-component, overmoulded, and complex engineered moulded products.
- Coordinated with internal sales, quality, operations, suppliers, and technical teams to develop commercially and operationally viable project responses.
- Prepared and supported project costings, feasibility reviews, tooling direction, and delivery timelines while balancing customer expectations, supplier capability, workforce capacity, and production constraints.
- Reduced average MCO quote response time KPI by 18%, bringing Q3/Q4 2025 performance back to target levels.
- Identified technical, commercial, supply chain, and delivery risks early in the project lifecycle to protect timelines and improve quote/project reliability.
- Communicated with customers and internal stakeholders on cost, timing, quality, feasibility, and technical product requirements.
- Managed multiple concurrent projects through the full lifecycle from quotation to FOT, maintaining visibility across priorities, risks, and delivery milestones.

Additive Manufacturing Engineer

Trelleborg Sealing Solutions (2022 - 2024)

- Developed a patent-pending elastomer FDM printer capable of processing production-grade elastomeric materials, expanding internal prototyping and product development capability.
- Operated, configured, maintained, and optimized industrial FDM/SLA 3D printing systems using engineering-grade materials.
- Supported prototype development and design iteration for engineered product applications, helping evaluate manufacturability and performance considerations.
- Used CAD, mechanical troubleshooting, electronics knowledge, and hands-on fabrication to solve technical problems and improve printer reliability/output quality.
- Collaborated with technical and product teams to support practical development of new manufacturing and prototyping capabilities.

EDUCATION

Malta College of the Arts, Technology, Science and Technology (2022 - 2024)

Advanced Diploma in Robotics, Drone Technology, Automation & AI

Liverpool John Moores University (2019-2021)

Foundation year in Mechanical Engineering

SKILLS

Technical Sales & Customer Support: customer requirement review, quotation support, technical consultation, stakeholder communication, project scoping, commercial awareness

Project & Product Management: project planning, feasibility review, costings, timeline management, supplier coordination, risk mitigation, delivery tracking

Manufacturing & Tooling: injection moulding, compression moulding, overmoulding, DFM, tooling feasibility, manufacturing process review

Engineering & Design: Fusion 360, CAD modelling, technical drawing analysis, GD&T, ISO tolerances, FEA, generative design

Additive Manufacturing: FDM, SLA, printer setup, maintenance, process optimization, engineering-grade materials

Quality & Technical Systems: metrology, technical documentation, ISO & IATF exposure