

TANNA PUGH

DIRECTOR

PENNSYLVANIA TECHNICAL ASSISTANCE PROGRAM (PENNTAP)

PENNSYLVANIA STATE UNIVERSITY
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EDUCATION

Pennsylvania State University

University Park, PA

Bachelor of Science Degree in Chemical Engineering

1988

EXPERIENCE

Director

PennTAP

Pennsylvania State University

University Park, PA

2015 – Present

Direct the PA Technical Assistance Program, which supports small and mid-sized companies throughout the Commonwealth by engaging, empowering, and educating organizations through technical assistance, workforce development/training and Penn State expertise and resources.

Account Manager

Central Region

Airgas, Inc.

Bellefonte, PA

2014 – 2015

Marketed and sold company products and services for this leader in industrial, medical, and specialty gases. Opened first office in Centre County.

Consultant

Ben Franklin Technology Partners

Pennsylvania State University

University Park, PA

2013 – 2014

Analyzed and reported on local area demographics and business environments for the industry segment involving the testing and measurement of analytical devices.

Director

Associate Director

Industrial Research Office

Pennsylvania State University

University Park, PA

2001 – 2011

1997 – 2001

Initiated, cultivated, and maintained relationships with businesses and government entities that led to connections with Pennsylvania State University resources and negotiations of sponsored research contracts.

ADDITIONAL ROLES AND EXPERIENCES

Board Chair

Innovative Manufacturers Center

2023 – Present

Industrial Advisory Board

Penn State Learning Factory

2015 – Present

Alumni Engagement

Committee Member

Penn State College of Engineering

Alumni Society

2023 – Present

Market Manager

Distribution Sales Manager

Air Products & Chemicals, Inc.

1994 – 1997

Influenced a 25% increase in sales by managing productive sales teams and creating profitable marketing plans.

Senior Sales Representative

Lord Corporation

1990 – 1994

Marketed and sold ten product lines within six major industrial market areas in an 18-state territory.

Technical Sales Representative

NL Industries

1989 – 1990

Supported company sales goals through technical service, customer service, marketing, and field sales.