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June 20, 2010

Objective

My objective is assist contractors and businesses; to help them grow, expand or create a successful HVAC division, or to develop maintenance and workflow systems using my existing skills and talents in management, business development, and training.

Experience

2008- Current Enercient Systems Tech Clarksville, MD General Manager

Developed, specified, and commissioned monitoring prototype
Established relationship with 20+ vendors as local factory rep
Sold & managed multiple service contracts
Performed field service, installation & sales of commercial and residential HVAC equipment

2006- 2008 Amtek Engineering Group Lanham, MD Service Manager

Managed crew of HVAC Technicians, Plumbers, and General Maintenance Technicians
Estimated, Sold and managed Commercial HVAC installations, retrofits, service and site-based maintenance contracts.
Revised Company job descriptions, PM program, work orders, and evaluation program
Assisted O&M Division with staffing, hiring, and oversight

2006 Unitemp, Inc. Lanham, MD Ops Manager

Managed crew of 6 steamfitters and 8 boilermakers
Estimated, Sold and managed Commercial HVAC installations, retrofits and service.
Oversaw organization of office files dating back 4 years
Assisted with shut-down of company and offices and sell-off of assets

2004-2005 Superior Mechanical Beltsville, MD HVAC Acct Rep

Performed layout and trial basis install for managed change-out program
Provided control wiring and tech support for plumbing crews
Sold, serviced, estimated, and installed residential and commercial HVAC equipment

Education/ Certification

1992 RSES Refrigeration & Air Conditioning 1
1993 RSES Refrigerant Recovery 1&2
2001 State of Maryland Apprentice Plumbing/Gasfitter License
2001 National Comfort Institute. Certificate in airflow & combustion analysis
2002 Bryant National Sales Training Certificate in sales of Carrier/Bryant Products
2006 US Dept Labor OSHA 10 and 30 Hour Construction Outreach Trainer
2006 State of Maryland Master HVAC License
2007 Louis Allen Management Training
2007 WSSC Backflow Prevention Testing
2007 State of Virginia Master HVAC License
2007 State of Virginia Class A Contractor Designation
2009 ASHRAE Certificate Operations & Performance Management Professional

Skills

Sales, Service, repair and installation of all residential and light commercial air conditioning, heat pumps, steam and hot water boilers, furnaces, data center cooling applications, convectors, & controls, commercial boilers, pumps, chillers and mechanical systems, ducting and ventilation systems.
Use and operation of WennSoft, Timberline, HTML, Microsoft Win98, 2000, XP, Office 2000, Office XP, Vista, Linux User Management, Budgeting, Job Costing & Expense Reporting
Government & Military Contracting
New Construction & Service Contract Management
Prototyping & product development