

PROFESSIONAL SUMMARY

Dynamic, passionate and motivated Technical Sales, Operations, Marketing and Project Management professional. Proven record of generating and building relationships, cold-calling, managing projects from concept to completion and coaching individuals to success. Skilled in demonstrating exceptional communication skills, making critical decisions during challenges and creating a team environment. Adaptable and transformational leader with an ability to work independently, creating effective presentations, and developing opportunities that further establish organizational goals. Experienced in the commercial utilization of multiple social media channels including LinkedIn, Facebook, Instagram, and YouTube building successful social strategies that increase brand awareness, promote customer engagement and ultimately drive web traffic. Exceptional Excel skills, SAP experience, Bid Ocean, SmartSheet, CRM, Viewpoint.

RELEVANT EXPERIENCE

Arboreal Solutions, LLC., South Kingstown, RI **Founder & Owner**
December 2022-Present

Committed and motivated business founder and owner providing expertise in various areas of construction. Providing turnkey solution to General Contractors by delivering an on-site, temporary office to be utilized by contractors, owner's representatives, engineers and others to include, but not limited to, office trailer, office building leasing for rental, computer networking & connectivity, furnishings, accessories & housekeeping throughout the life of the project.

AIR ENERGY GROUP, LLC., Remote **Sales Engineer**
February 2022-Present

Multi-faceted fusion of Engineering and Sales in a fast-paced regimen of learning and training in the field of compressed air, vacuum & nitrogen generation:

- Provide support to the Vice President of Sales regarding communication with specifying engineers and plumbing contractors
- Manage relationships with key clients
- Knowledge of all aspects of the bid process including bid generation, bid follow-up, submittal creation and documentation management
- Works effectively with internal personnel and suppliers to provide the customer with the fastest solution
- Host lunch and learn presentations for key clientele/engineering firms

RAEDLINGER PRIMUS LINE, INC., Remote **Technical Sales Engineer**
2019-February 2022

Develop a sales strategy for an unknown technology in the Northeast region of the United States while also supporting other US sales representatives from an engineering/technical perspective while meeting and exceeding sales expectations:

- Create, develop and maintain relationships with Certified Installers (CSP's), Engineer's and municipalities
- Successful in getting product specified by engineering firms for applicable projects
- Provide clients with sales advice and technical support
- Translate and explain complex technical information to potential customers and clients to reveal how Primus Line can solve municipalities and pipe owners' water and sewer pipe problems
- Earn the trust of my Certified Installers (CSP's) by creating positive relationships and partnerships
- Inform and collaborate with engineering firms, Town's and municipalities about the Primus Line technology to minimize project installation time and provide the greatest cost savings to the customer while still maximizing Primus Line's margins and revenue
- Develop and carry out a personal sales plan in the North-eastern United States territory that has resulted in growing revenue with a new technology
- Investigate and seek out potential projects utilizing Bid Ocean online software
- Support co-workers by providing technical information and product confidence to the end client

PARKSIDE UTILITY CONSTRUCTION, Providence, RI **Operations Manager**

2017-2019

Supervise, plan, organize and direct the work of a highly visible, design-build project in the Boston, MA area:

- Assigned work, monitored and responsible for 5 direct reports
- Design and develop Smartsheets to track and reduce outstanding invoicing and information sharing required by Verizon to communicate performance effectively
- Reconcile accounts to ensure complete payment for work completed
- Represent Parkside on a daily conference call to ascertain project requirements to ensure greatest performance of work on time/on budget
- Maintain P&L responsibilities and oversee/approve payroll on a daily basis
- Enforce safe work practices across all divisions

TEUFELBERGER FIBER ROPE CORP., Fall River, MA **Market Manager**

2013-2017

Responsible for sales & marketing along with product management, new product releases for arborist rope and related products in the US & Canada. Conducted market analysis to gain full understanding of market and competitors:

- Prepared business plan/sales & marketing plans along with budgetary numbers for sales & expenditures
- Developed sales forecasts including new market opportunities, direct development of new products
- Identified global market demands for product development requirements and communicate to R&D department
- Led and managed BSB as well as end-user relationships to build and maintain current business
- Responsible for P&L – increased sales
- Created a team of external collaborators for marketing, product testing and support in the market
- Completed product pricing analysis and recommended action plan
- Designed marketing strategy for United States & Canadian sales
- Partnered with designer to create and align new marketing plan for trade show booth within budget and schedule
- Applied knowledge of ANSI standards to develop new products, attended ANSI meetings, voiced concerns to committee

PJ KEATING CO., Cranston RI **Project Manager**

2006-2013

Leveraged skills from previous roles: Paving Superintendent, Daily Job Cost Accountant and Contracts Administrator

- Managed contract financial aspects to protect company interest and simultaneously maintain customer relationships
- Computed estimates of work completed and approve payment for subcontractors
- Monitored construction through administrative direction on the on-site Superintendent to ensure project is built on schedule and within budget
- Maintained a detailed daily log of construction activities
- Led cost accounting team in special project of implementing daily job cost program to be utilized company-wide
- Championed training program for Foremen & Superintendents on how to operate and utilize best practices database

SOUTH SHORE UTILITY CONTRACTORS/ROSCITI CONSTRUCTION., Providence RI **Assistant General Manager/Project Coordinator**

2004-2006

- Conducted quantity takeoff for underground utility projects;
- Responsible for collecting and negotiating subcontractor and supplier agreements;
- Created and maintained a project filing system;
- Coordinated purchasing and delivery of products;
- Resolved customer complaints and problems quickly and smoothly;
- Communicated with superintendents to ensure project needs were being met

CAPCO STEEL COMPANY., Providence RI Assistant Structural Steel Estimator

2002-2004

- Assisted with takeoff of structural steel projects and change orders on revised drawings and entered into Microsoft Access;
- Communicated with subcontractors and suppliers for quotations.

Additional Experience:

RAM Transportation Company – worked at family business as a transportation broker moving full truckloads of freight
Dominion Rebar/Aetna Bridge Co. – Internship during early years of college. Copied blue prints, minor take offs

EDUCATION - UNIVERSITY OF RHODE ISLAND

- Masters of Business Administration 2011
- Bachelor of Science: Mechanical Engineering & Applied Sciences 2002