

Client Name

VP of Construction

Accomplished and results-oriented professional with demonstrated success in leading electrical construction projects and designing/executing electrical work in high pressured, team based, and deadline-oriented environment. Proven track record of transforming small firm into a leading multi-million-dollar enterprise through sustained revenue growth and staff expansion. Expert in scaling operations, from tripling the number of electricians to cultivating extensive network of subcontractors to ensure project delivery and client satisfaction. Proven ability to determine and recommend process improvements and cost savings in construction activities. Renowned for devising/executing construction-based project strategies to improve profitability, productivity, and reliability, fostering vendor and client relations, spearheading managers/staff, and implementing performance metrics to meet set scope

Areas of Expertise

- Cost Reduction Strategies
- Sales & Business Development
- Project Management
- Operational Management
- Revenue Growth
- Team Leadership/Building
- Strategic Planning
- Vendor & Client Relationship Management
- Market Expansion

Professional Experience

Servall Electric Company, Inc.

2001 – 2024

President of Construction | VP of Construction | Project Manager | Superintendent | Electrician

Expanded operational staff from 3 electricians to over 30 skilled professionals, supported by an additional 250+ subcontracted labor force to sustain project demands and client satisfaction. Established Generator department to achieve Kohler certification for the Tri-State area and develop a Fire Alarm division to offer comprehensive Life Safety solutions. Negotiated strategic partnerships with vendors for favorable terms and bulk pricing to significantly reduce project costs and enhance profitability. Managed high-rise, multi-family, hotels, commercial, and industrial projects, applying sales expertise to exceed targets and drive growth.

- Skyrocketed company revenue by over 2150% in two decades, establishing the company as a dominant force in the electrical construction industry across various cities in OH, KY, and IN.
- Broadened service offerings successfully, which enhanced the client base and deepened market penetration.
- Cultivated enduring partnerships with essential clients, vendors, and industry stakeholders to bolster sustained business growth and profitability.
- Earned accolades for outstanding leadership and strategic foresight, propelling organizational success and nurturing a culture of excellence and innovation.
- Extended the company's reach from the Cincinnati/Northern KY Metro area to include markets in Dayton and Columbus, OH, as well as Indianapolis, IN, and Nashville, TN.

Education

Bachelor of Arts in Business

Tiffin University

Licenses & Certifications

OH State Fire Alarm License

TN State Electrical License