

## **ROBERT J. MacKECHNIE**

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- *A detail-oriented, experienced & capable professional experienced in all aspects of Product/Project Management, Sales-Business Development & Customer Support.*
  - *Extremely capable in highly computerized/electronic environments with the proven ability to rapidly master new systems/applications/technologies*
  - *A solid base of knowledge and experience to draw from that will assist companies in meeting their short- and long-term objectives.*
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### **PROFESSIONAL EMPLOYMENT**

#### **SENIOR PROJECT MANAGER** Audio Images, Tustin, CA

July 2013 to April 2014— *An Orange County, CA Residential & Commercial Systems Integrator*

- Responsible for co-managing all of AI's mid level (\$250K+) residential integration projects.
- Also managed all small projects (less than 1 week installation time and/or less than \$35K).
- Interfaced directly with builders, GCs, architects and designers in order to better develop AI installation methodologies and processes. Supervised pre-wire, trim out and final install teams on all projects.
- Took over all LA County projects. Company mainly operates in Orange County.
- Performed onsite training for new system installs for all clients.
- Trained with professional audio designers for custom home theater design, creation and install.
- Trained co-workers in use of online project management/record keeping software (TeamWorkPM) as well as time-tracking software (TSheets).
- Coordinated with Logistics Dept to better allocate Inventory resources as well as better manage all shipments to jobsites in a timely manner.
- Instituted mandatory kickoff meetings for all projects, regardless of size/scope/cost. Reviewed all aspects of project with Engineering, Logistics, Project Manager and Lead Technicians. Corrected any proposal discrepancies, started Change Orders and ensured that correct parts/equipment were properly allocated in advance.
- Performed all Final Equipment Reports (FERs) for all completed jobs to ensure that all allocated/proposed equipment was installed and at client site.

#### **PROJECT COORDINATOR** Electronic Environments, New York, NY

January 2011 to June 2013— *A top New York City Residential & Commercial Systems Integration firm with 50+ employees*

- Responsible for general oversight of all active projects together with the assistance of Project Managers (PMs).
- Monitored and updated the Global Project Timeline in custom Excel document.
- Worked closely with each PM to keep track of deadlines, project milestones, long lead items and product requests.
- Implemented best practices Project Management methods including: project books, checklists, job punch lists, meeting reports, site/job documentation drawing on feedback from PMs and Management Team.
- Worked closely with Design & Engineering (DNE) to ensure standard sets of CAD drawings & schematics were issued to every job.
- Identified company "problem areas" through feedback from PMs and Field Technicians, including processes and equipment.
- Arranged biweekly meetings with PMs to discuss job progress and communicate this to Operations Dept.
- Communicated all job phase changes to relevant departments.
- Ensured job progress payments for all phases were clearly outlined and that actual job cash balances were communicated to all departments.
- Pushed stalled Change Orders through, both on client side and internally.
- Coordinated with Operations Dept. to schedule all required Technician labor resources approximately 1 week in advance.
- Maintained an ongoing Project Tracking hotlist based on weekly operations meetings & PM meetings.
- Asked to assume direct responsibility of FastTrack projects Department (projects requiring completion in less than 30 days). This included all direct project requirements (verification of funds, product ordering, DNE reviews, initial programming, installation, client training).

**PROJECT MANAGER, SYSTEM SALES & DESIGN** EPI Systems Integration, Pawling, NY

July 2006 to August 2010— *A Residential Systems Integration firm with multiple office locations*

- Joined the 2 former principals of Performance Imaging in their new Residential Integration firm
- Averaged \$1.2m in new contract revenue (deposits) for '07, '08 & '09. Also generated significant revenue in the form of add-on sales (Change Orders, System Additions & Upgrades) during this time (average additional revenue total per job at 30%+). Client locations ranged from New Hampshire to Grand Cayman.
- Responsible for all Project Manager duties, including interfacing directly with clients, architects, designers, electrical & general contractors and all other trades to ensure complete project coordination.
- Created PM Worksheet for all employees to use onsite; used to track current equipment, equipment changes, purchasing, installation & programming.
- Created new, fully customizable Excel Proposal template & Change Order template for Sales/PM teams to use when writing up new Proposals/Change Orders.
- Maintained current Pricing & Manufacturer database for all employees to use when quoting Proposals, Change Orders and System Additions.
- Organized weekly Sales Production meetings to review open & potential new jobs; go over Engineering & Programming issues; analyze manufacturer's new equipment suggestions and arrange for field testing; allocate Installation labor as needed for each job.
- Interfaced directly with Accounting Dept. for all billing issues. Assisted with client billing conflict resolution, performed T&M calculations, P&L per-job calculations as well as payment schedule organization.
- Assigned to Florida in Aug. '09 to oversee current projects, grow market share and establish EPI corporate presence

**SALES & SYSTEM DESIGN** Performance Imaging (PI), Stamford, CT

June 2005 to June 2006 – *A top 5 CEDIA member firm specializing in Custom Residential Integration Systems*

- Responsible for developing new Residential sales for PI. Actively sourced local builders, architects, interior designers and construction firms, as well as existing clients, for new client leads.
- Further enhanced Crestron & Lutron design services by creating complete Custom System Design packages for these systems.
- Started taking over Project Manager role on smaller jobs, assisted installers & programmers with equipment setup
- Developed new Project Management worksheet for tracking entire projects, from design through complete installation & programming.
- Created new marketing & sales materials.

**SYSTEM DESIGNER** Innerspace Electronics, Inc., Port Chester, NY

October 2003 to May 2005 – *A CEDIA member firm specializing in Residential custom Electronic Integration Systems*

- Interfaced directly with architects, general contractors, spec builders & interior designers to create uniquely tailored residential integration systems.
- Managed all required projects for design, trained with CAD layout software, assisted in implementation of design into equipment placement, installation & training.
- Received training from industry-leading companies for: Audio & Video Distribution, Lighting Control, Telephony, Networking, HVAC, Pool/Spa & Complete Home Theater Design and Control.
- Responsible for creating company's products pricing & inventory database in Excel.

***PREVIOUS EMPLOYMENT HISTORY UPON REQUEST***

**PROFESSIONAL SKILLS**

**TECHNOLOGY & PRODUCTS**

Proficient in all current Windows GUI environments & networks. Experienced with the following Product lines: American FiberTek, Atlona, AudioControl, B&W, Canton, Cartel, Chief, Cisco/Linksys, Crestron, Digital Projection, Door King, ElectroKinetics, Ethereal, Extron, Holovision, Integra, JBL, Kaleidescape, Key Digital, Lexicon, LG, Liberty Wire, Lutron, Marantz, Middle Atlantic, Niles, Panasonic, Pioneer, Pixel, ReQuest, Ruckus, Rockustics, Runco, Samsung, Savant, Sharp, Sherbourn, Sonance, Snell, SpeakerCraft, StereoStone, Triad, Velodyne, Wyrestorm, Xantech and many more.

**LANGUAGES**

Completely fluent (written and spoken) in French and Italian

**EDUCATION**

**B.A., ENGLISH** Hobart & William Smith Colleges, Geneva, NY- 1990

7 “O”Levels & 3 “A” Levels, The Harrow School, London, **UNITED KINGDOM**- 1980 to 1985