

# Joe Potkanowicz

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## EXPERIENCE

### Precision Landscape and Maintenance, Fort Collins, CO — General Manager

July 2015 - PRESENT

Joined and helped build the company while in high school and have grown it from 3 employees to a profitable landscape and maintenance business with over 100 employees.

Responsible for managing every aspect of the business, including accounting, payroll, insurance, certifications, and compliance.

Oversee day-to-day operations such as team supervision, project management, customer relations, and vendor negotiations.

Increased annual revenue by implementing efficient operations and strategic marketing initiatives.

Manage sales, budgeting, and long-term business development strategies to ensure sustainable growth.

Handle compliance with local regulations and maintain all required certifications.\

### Dark Space Labs, Timnath, CO — Founder

January 2023 - Present

Founded a web development company specializing in custom web solutions for small businesses.

Designed and developed websites using HTML, CSS, JavaScript, and WordPress.

Managed client relationships and ensured project delivery within deadlines and budget.

### Harmony Gardens, Fort Collins, CO— Sales Associate

February 2012 - July 2015

Assisted customers in selecting plants, gardening supplies, and landscape materials.

Contributed to retail and wholesale sales, ensuring an exceptional customer experience.

Collaborated with the management team to optimize the display and inventory of products.

## EDUCATION

### Colorado State University, Fort Collins, CO

July 2024 - Present

Bachelor of Science in Cyber Security (Expected: December 2025)

### Front Range Community College, Fort Collins, CO

August 2016 - May 2018

### Fossil Ridge High School, Fort Collins, CO

August 2012 - May 2016

## SKILLS

Business & Operations Management: Sales, Customer Service, Accounting, Payroll, Insurance, Certifications

Web Development: HTML, CSS, JavaScript, PHP, WordPress

IT & Network Management: Server Setup and Deployment, Linux Administration, Network Creation and Management

Cloud & Containerization: Docker, Web Hosting, Deployment Pipelines

Cyber Security: (In Progress - BS in Cyber Security)

Project Management: Leadership, Team Management, Budgeting, Strategic Planning

## AWARDS / CERTIFICATIONS

Landscape Industry Certified Manager (LICM)- National Association of Landscape Professionals

Foundations of Business Certificate - Front Range Community College

Foundations of Leadership & Management Certificate - Front Range Community College