

Ethan Zitting

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Skills

Project Management

- Managed the multi-year R&D of new heavy construction equipment.
- Established and maintained Gantt Charts throughout my projects.
- Managed teams of workers on job sites in the concrete and steel industries.

Business Development

- Comfortable starting new companies.
- Comfortable complying with all levels of gov. when entering a market.
- Comfortable researching and establishing relationships with strategic partners.

Sales

- Experienced in cold opening with leads.
- Experienced with handling rejections while effectively educating leads.
- Experienced with researching leads and helping them decide to close.

Relevant Work History

Delivery Driver at Celestine Logistics (Apr 2020 – Current)

Here I am staying busy during the economic uncertainty of the pandemic while studying in my free time.

Estimator / Project Manager at Zitting Steel (Aug 2019 – Apr 2020)

Planned, and then executed the certification of our production processes – Reached out to and interacted with leads - Estimated job costs and drafted bids – Managed a team of workers installing material on a job site – Maintained relationships with clients, partners, and contractors

Operations Manager / COO at Slipwell Industries (Jan 2016 – Aug 2019)

Lead the R&D of a new climbing form-work system for producing concrete towers – Planned and oversaw all testing of this equipment – Found and interacted with leads - Established relationships with new owners, strategic partners, clients, and contractors – scheduled, oversaw work on job sites.

Education

Business Administration at Maryville University of St. Louis

Focuses: Ops. Management, Economics, Business Law, and Accounting

Projects

Foot Cavalry

I started this company on my college campus. I hired runners from the Cross Country team to bring students their food from the mess-hall. The runners got paid to do their normal training, and the customers could save themselves 10 minutes of walking.

Eagle Scout in the Boy Scouts of America