

Kamin G. Horvath

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OBJECTIVE	To expand on my experience and continue to grow my skillset in project management, sales, and technical knowledge in the mechanical contracting and HVAC industry.	
EXPERIENCE	<i>Business Development Manager</i>	February 2022-Present
	ABM, Alpharetta, GA	
	<ul style="list-style-type: none">• Scouting, estimating, and selling mechanical contracting projects and maintenance agreements to commercial customers.• In addition to core business, also assisted in selling other ABM units such as electrical, EV charging, and janitorial.• Role includes growing new business as well as expanding offerings to existing ABM customers.	
	<i>Assistant Project Manager</i>	February 2020-February 2022
	Maxair Mechanical, Marietta, GA	
	<ul style="list-style-type: none">• Selling, estimating, and managing mechanical contracting project as part of Direct for Owner (DFO) team.• Primarily selling and running jobs directly for end clients, where Maxair is the general contractor.• Responsible for managing projects from pre-construction to completion.• Coordination of all parts of the job including equipment, labor, subcontractors, scheduling, permitting, and startup.• Experience in working with contractors, clients, engineers, and manufacturers.	
	<i>Technical Engineering Sales Support</i>	May 2015-February 2020
	James M. Pleasants Co., Peachtree Corners, GA	
	<ul style="list-style-type: none">• Duties included sizing hydronic equipment for engineers, and performing mechanical takeoffs and quotes for contractors.• Responsible for assembling and pricing the majority of design build and plan and spec projects for Georgia territory.• Scope of successful proposals ranged up to several million dollars worth of material.	
EDUCATION	<i>B.Sc., Mechanical Engineering</i>	May 2015
	Virginia Tech, Blacksburg, VA	
	<ul style="list-style-type: none">• Designed, constructed, and tested a portable dental chair as part of a senior design group project, coordinating with the University at Buffalo School of Dental Medicine's community outreach program.	