

Kamin G. Horvath

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OBJECTIVE To expand on my experience and continue to grow my skillset in project management, project estimating, sales, and technical knowledge in the industry.

EXPERIENCE *Project Estimator* June 2023-Present
ABM, Cumming, GA

- Scouting, estimating, and presenting mechanical contracting projects and maintenance agreements to commercial and industrial customers.
- Experience in designing and sizing HVAC systems and equipment for a wide variety of public, commercial and industrial applications in Georgia, Alabama, and Virginia.
- Project sizes range from \$20,000 to \$600,000, and examples of customers include industrial plants, government buildings, schools, office spaces, and convention centers.
- Estimate a wide variety of different systems including unitary, hydronic, and VRF. Examples of projects include cooling tower, chiller, boiler, package units, and VRF system installations.
- Work closely with the project management team to ensure that project is successfully handed off and executed once accepted.
- Utilize a variety of different tools to perform estimates including RSMeans, Bluebeam View, Microsoft Project, GNU Octave, and GNU Emacs.

Business Development Manager February 2022-June 2023
ABM, Alpharetta, GA

- Experience in prospecting to new clients, and working with existing clients on new mechanical projects.
- In addition to projects, priced HVAC maintenance agreements using PriceBuilder tool.
- Prospected, estimated, sold, and helped manage own projects.
- In addition to core business, also assisted in selling other ABM units such as electrical, EV charging, and janitorial.

Assistant Project Manager February 2020-February 2022
Maxair Mechanical, Marietta, GA

- 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.
- Worked on anywhere between 5-10 projects at a time.
- Responsible for managing projects from pre-construction to completion.
- Worked with tools including Microsoft Project, LibreProject, and Sage Construction.
- Range of projects sold, estimated, and managed included equipment replacements, and new system retrofits in existing commercial and industrial facilities.
- Coordination of all parts of the job including equipment, labor, subcontractors, scheduling, permitting, and startup. Worked with a variety of trades and subcontractors to bring project to closeout and completion.

Technical Engineering Sales Support

May 2015-February 2020

James M. Pleasants Co., Peachtree Corners, GA

- Sized and estimated hydronic equipment for engineers, and perfmed mechanical takeoffs and quotes for contractors.
- Assembled and priced the majority of projects for Georgia territory.
- Range of systems priced included pumps, cooling towers, water source heat pumps, boilers, and fan coil units. Brands represented included Bell & Gossett, Baltimore Aircoil, Climatemaster, Lochinvar, and Whalen.
- Tools used include ESP Systemwize and PeopleSoft to size equipment, generate submittals, and produce customer proposals.

EDUCATION

B.Sc., Mechanical Engineering

May 2015

Virginia Tech, Blacksburg, VA

- 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.

SKILLS

Language: Basic knowledge of Thai (ไทย) written and spoken language.

Certifications: OSHA 30 certificate, Pre-IPM Project Management certificate *Personal*

Skills: Self-taught knowledge in computer science and technology

- Written a number of coding projects, including my personal website and this L^AT_EX resume.
- Knowledge in administering Windows, Linux, and Unix systems. Maintain a number of hosted services including my personal website, and a Mastodon instance.