

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/Business Development Manager* February 2022-November 2024¹
ABM, Cumming, GA

- *Project Estimator (2023-2024)*
 - 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 and customer types include industrial plants, government buildings, schools, office spaces, and convention centers. Notable projects include:
 - * Marukan Vinegar - Chilled Water Piping Replacement: \$1.2 million
 - * Montgomery County, GA - Courthouse HVAC Renovation: \$761,000
 - * Atlanta VA Medical Center - Mobile Lab Exhaust: \$250,000
 - * Georgia World Congress Center - AHU PM Budget: \$520,000
 - 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 Vue, Microsoft Project, GNU Octave, and GNU Emacs.
- *Business Development Manager (2022-2023)*
 - Experience in prospecting to new clients, and working with existing clients on new mechanical projects.
 - In addition to projects, priced HVAC maintenance agreements using Price-Builder tool.
 - Prospected, estimated, sold, and helped manage own projects. Notable prospected projects include:
 - * Amazon DGT8 - New Gas Pipe - \$60,000
 - * Blue Bird - Paint Shop HVAC - \$300,000
 - * YMCA of Metro Atlanta - PTAC Replacement - \$52,000
 - 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. Began assisting other project managers and migrated after 1 year to selling and managing own projects.

¹Due to financial reasons, position was eliminated from the company in November 2024

- Worked on anywhere between 5-10 projects at a time.
- Responsible for managing projects from pre-construction to completion. Responsibilities as full PM including managing both logistics and financials of projects.
- 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. Notable projects sold and managed include:
 - * Southern Power Plant Franklin - VFD House HVAC - \$100,000
 - * Chattahoochee Tech - Boiler Plant Replacement - \$150,000
 - * Columbus State University - Richards Hall AHU Replacements - \$200,000
 - * City of Smyrna - Jail Domestic HW Piping Replacement - \$100,000
- 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 performed mechanical takeoffs and quotes for contractors.
- Assembled and priced the majority of projects for Georgia territory. Notable projects include:
 - * Children's Healthcare of Atlanta Arthur M. Blank Hospital - New Mechanical Room Equipment
 - * Gwinnett County Public Schools - Water Source Heat Pump Replacements (various schools)
 - * Hartsfield-Jackson Atlanta International Airport - Domestic Terminal AHU and Concourse E Pump Replacements
 - * Georgia Institute of Technology - Steam Boiler Replacement
- 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
Virginia Tech, Blacksburg, VA

May 2015

- 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
Memberships: ASHRAE Atlanta Chapter
Personal Skills: Self-taught knowledge in computer science and technology

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