**Objective:**  
Goal-driven, innovative, and performance-focused professional with well-rounded experience in operations and project management focusing on wind power and renewable services; along with proven track record of success in boosting revenue and improving business processes. Concept-to-execution driver and hands-on leader; expert at creating business plans, formulating cost-effective solutions, addressing client needs and concerns, and supervising cross-functional teams toward customer satisfaction, productivity, and organizational growth. Effective at building relationships and working collaboratively with diverse individuals.   
  
**Experience:**  
Wanzek Construction, Inc. West Fargo, ND  
Senior Director of Business Development Oct 2018–Present  
⎥ Actively attend and create strategic business plans for company markets with probability statistics to win projects  
⎥ Lead the development of internal and external communications including presentations regarding company’s core strengths, while building and cultivating business partnerships with targeted customers design professionals, partner companies, community leaders, utilities, equipment manufacturers, and engineering firms  
⎥ Provide customer feedback on submitted proposals and qualifications throughout the lifecycle process  
⎥ Served as key liaison among business development, pre-construction, and marketing  
⎥ Render business intelligence into new market sectors and facilitate trend analysis  
⎥ Steer efforts in determining new market sectors opportunities and potential future customers and convert them to contacts for market sector leaders  
⎥ Coordinate project estimates with the customer; ensure 100% accuracy and compliance of requests for proposal with the owner’s specifications  
⎥ Offered training, guidance, supervision, and performance reviews for the Development Team  
  
Vice President, Renewable Services Dec 2016–Oct 2018  
⎥ Provided strategic oversight to personnel and overall operations of the Renewable Services Department involving estimation and project services  
⎥ Rendered excellent services and managed client accounts, while building and cultivating strong relationships with new and existing customers  
⎥ Established the Renewable Services Team and assisted in facilitating professional development for staff and firm  
⎥ Steered efforts in executing business development, managing project portfolio, and participating in internal management of the company  
⎥ Maintained active involvement with the president-led team responsible for generating the organization’s overall vision, mission, beliefs, and strategic goals  
⎥ Kept updated with external and internal competitive landscapes and opportunities for expansion, markets, customers, new industry developments, and standards  
  
Siemens Energy, Inc. Houston, TX (Nov 2010–Apr 2016)  
Field Engineering Manager, Major Projects Heavy Lifts Nov 2015–Apr 2016  
⎥ Functioned effectively as crane manager of operations, in charge of managing all major heavy lift projects in the Americas region and supervising cranes and crane vendors during repair of wind turbines  
⎥ Conducted contract negotiations with multiple crane companies while leading four project managers in handling more than 600 heavy lift projects  
⎥ Held accountability in implementing approved lock out-tag out (LOTO) procedures in adherence to work instructions for major repairs; submitting daily progression reports to the management; and creating handbook for main component replacements  
⎥ Directly supervised field service engineers and specialists as well as project managers and specialists  
⎥ Expertly administered overall Siemens operations, which involved startup, contract closure, execution, back office, service operations, and out-of-contract extensions for first-rate customer service  
⎥ Actively communicated with customer, site technicians, management, and other department managers  
⎥ Played an integral role in successful delivery of cost outs, which produced company savings of $18M on main component replacements  
  
Field Service Engineer, Delegation Assignment (Brazil, Chile, and Peru) Jul 2014–Nov 2015  
⎥ Spearheaded the setup of five wind service sites in Latin America  
⎥ Presided over hands-on training to more than 60 technicians and 25 contractors on the delivery of high-quality performance to 346 Siemens Mark III wind turbines throughout five site locations in three different countries  
⎥ Coordinated results and information from various sources including training, performance metrics, auditing, sustainability, and Environment, Health, and Safety (EHS) Management System  
⎥ Took charge of directing preventive, scheduled, and unscheduled maintenance cycles; ensuring safety compliance of global customers; documenting reports on safety incidents and near misses using EHS statistics database; and performing trending and statistical analysis on incident and audit data  
⎥ Drove efforts in enhancing efficiency of the services business unit by fostering communication of information and use of best practices regarding standardization throughout the regional organization  
⎥ Contributed in exceeding customer expectation by implementing a $1B project across five new construction sites in Brazil  
  
Site Service Supervisor, Los Vientos, Laurel Hill, Record Hill, Montezuma II, and Vasco Sep 2012–Jul 2014  
⎥ Served as on-site principal leading over 50 technicians and 20 contractors in offering high-quality service operations for 207 Siemens Mark III wind turbines across five locations in the United States  
⎥ Fulfilled various tasks such as planning all scheduled and non-scheduled maintenance in accordance with service and maintenance agreement; supporting EHS audits and evaluations; generating progression reports with accurate forecast and actual data  
⎥ Observed conformance of issues resolutions with legal requirements, company policies, and procedures through operations management of EHS compliance  
  
Site Service Lead, Papalote II Apr 2011–Sep 2012  
⎥ Initiated operations and oversight of 87 2.3MW Mark III turbines while supervising 10 technicians and 6 contractors  
⎥ Executed management of safety report maintenance, issues resolutions, and EHS events and injuries tracking  
⎥ Rendered assistance in carrying out active training programs and new initiatives to ensure employee safety and regulatory compliance  
  
Field Service Technician, Horse Hollow, Vansycle, and Montezuma Jun 2010–Apr 2011  
⎥ Demonstrated expertise in troubleshooting and administering Siemens 2.3MW Mark II and III turbines, as well as in repairing and replacing parts of mechanical and electrical components in compliance with manufacturers’ requirements  
⎥ Facilitated training on safe work practices to improve employee performance, while taking charge of generating checklists for maintenance, inspection forms, work orders, and service records  
  
Homerite Realty & Mortgage, Inc. Fort Lauderdale, FL  
Vice President of Sales Jun 2002–Jun 2010  
⎥ Directed all outsourced consultants, contractors, construction firms, and owners while managing residential construction projects, which involved all site development, design, scope, budget, and schedule  
⎥ Assumed responsibility for capital improvements, design, and construction; construction modifications; entitlements and agency permits procurement; communication with owners and third-party lenders regarding flow of information  
⎥ Handled acquisition, oversight, and assessment of common area maintenance (CAM) reconciliation, financial reporting and pro formas, tax forecasting, capital expenditures, and financial budgets for 500,000 ft. office and industrial space  
⎥ Served as a driving force in selling real estate worth $80M through comprehensive market research, as well as in enhancing productivity through automation of multiple business functions to integrate modern web technologies  
  
  
**Education:**  
Bachelor of Science in Energy Management  
Bismarck State College Bismarck, ND  
  
Associate of Applied Science in Wind Energy and Turbine Technology  
Texas State Technical College Sweetwater, TX  
  
Associate of Applied Science in Electrical Engineering  
Vermont Technical College Randolph Center, VT  
  
  
**Skills:**  
Business Development | Project Portfolio Management | Requirements and Specifications Compliance  
Sales and Marketing | Forecasting and Budget Administration | Client Relations and Negotiation  
Quality Control | Staff Training and Supervision | Safety Maintenance | Team Building and Development  
  
  
**Additional Information:**  
PROFESSIONAL DEVELOPMENT  
  
Certifications:  
Procore Technologies: 2018 Procore Certification: Project Manager (Core Tools)  
Villanova University: 2010 and 2012 Six Sigma Green Belt Certification  
CertTest Training Center/Project Management Institute: 2009 Project Management Professional (PMP) Certification  
  
License:  
Tradewinds Flight School/Federal Aviation Administration (FAA): 2004 Licensed Private Pilot  
  
Training:  
Dale Carnegie: 2018 and 2019 High Impact Presentations Course  
Siemens: 2011, 2012, and 2013 Project Management | Supervisory Excellence | Site Service Management  
Advanced Rescue Training | Siemens Mark II 2.3 MW 93 – 101’s & 108’s   
Basic Harness and Rescue Training | Goracon Climb Assist Train-The-Trainer