

Harshil Patel

Pre-Construction Estimator & Sales

New Jersey

-Email me on Indeed: <http://www.indeed.com/r/Harshil-Patel/8eaba349f3456cf2>

Objective: To obtain a well-respected position in lighting / controls/ Construction Management industry as a Cost Manager / Estimator & as Inside Sales, willing to re-locate.

Willing to relocate: Anywhere

Work Experience

Senior Pre-construction Sales Coordinator

Specification Lighting Sales - New York, NY

October 2021 to Present

- o Manage 100+ daily average of quotes, bid process and requests for information across 9,000+ projects, resulting in 90% on-time milestones achievement and identifying critical re-baselining.
- o Operate as primary point of contact for 100+ distributors and contractors providing customer service (Quote, Cross- over, Buy Price for Watt stopper, Enlighted, Crestron, and Isolite Inverter).
- o Ensure projects were completed on schedule and within scope by defining deliverables, establishing milestones and monitoring progress through continuous communication with key internal and external stakeholders.

Electric Lighting Agencies

October 2017 to October 2021

- o Manage Controls inbox and review all incoming project request and be a point of contact for 60 authorized Wattstopper distributors.
- o Worked as a Project Estimator in Controls department estimating / quoting for Hubbell Controls and Wattstopper.
- o Create Submittal package for Wattstopper and Hubbell controls.
- o Crossover competitor brands to our controls system and provide alternate packages.

Education

Masters in Energy Management

New York Institute of Technology

Skills

- Negotiation Pricing with factories and distributors (5 years)
- Planning & Scheduling quotes request. (5 years)
- Project planning (5 years)
- Project management (5 years)

- Time management
- Bluebeam
- Blueprint reading
- OASIS

Certifications and Licenses

PMP