

Muhammad Mancini

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High-volume sales professional with **12+ years of experience** in retail and in-home sales, specializing in construction, remodeling, and exterior products. Proven track record of exceeding **\$1M+ in annual sales** and ranking as **top performer across a 5-state district**. Skilled in project estimation, client relationship management, and cross-functional coordination.

PROFESSIONAL EXPERIENCE

Commercial Project Estimator

October 2023 – Present

Wolf Construction / Des Moines, IA

- ▶ Delivered **[X] framing and finish carpentry estimates** for multi-million dollar commercial buildings by analyzing blueprints in PlanSwift and collaborating directly with general contractors, **[resulting in X% win rate / \$X in awarded contracts]**
- ▶ Scoped **[X] commercial projects** through on-site meetings with property developers, accurately defining project requirements and timelines using Gantt charts to ensure on-time delivery
- ▶ Maintained **100% operational continuity** by stepping in as acting commercial roofing foreman after abrupt departure, managing **[X crew members / \$X in active projects]** while ensuring zero project delays

Project Specialist – Exteriors

December 2017 – October 2023

Lowe's / West Des Moines, IA

- ▶ Generated **\$1M+ in annual project sales** for 6 consecutive years by conducting in-home consultations for windows, doors, fencing, decking, roofing, and siding—consistently ranking as **top volume salesperson across a 5-state Midwest district**
- ▶ Produced **hundreds of qualified leads annually** through proactive outreach and customer engagement, converting prospects to signed contracts via Adobe Sign with a **[X%] close rate**
- ▶ Ensured **[X%] customer satisfaction** by coordinating installation schedules, managing order pipelines, and serving as primary liaison between customers and install crews
- ▶ Expanded market coverage by **3 store locations** (West Des Moines, Jordan Creek, Ames) by filling sales gaps and maintaining consistent revenue performance across all territories
- ▶ Developed expertise in premium product lines including Pella Windows, Trex Decking, GAF Roofing, and Georgia Pacific Siding, enabling consultative selling that matched customer needs to optimal solutions

Project Specialist – Interiors

December 2013 – December 2017

Lowe's / Altoona, IA

- ▶ Sold **\$1M in kitchen and bath remodel projects within first 6 months**—doubling the store's historical annual performance of under \$500K—by building trust with customers and delivering compelling design proposals
- ▶ Closed **[X] high-value remodel projects** ranging from \$40K–\$100K by conducting in-home consultations, creating custom designs in 2020 CAD, and presenting solutions aligned with customer budgets and style preferences

- ▶ Generated **[X] leads** by representing Lowe's at the Des Moines Home + Garden Show, increasing brand visibility and building a pipeline of prospective customers
- ▶ Built and mentored a high-performing sales team by sharing best practices and fostering collaboration, contributing to **[X% increase in team sales / improved team metrics]**

SKILLS & EXPERTISE

Sales & Business Development

In-Home Sales, Consultative Selling, Lead Generation, Contract Negotiation, Customer Relationship Management

Software & Tools

PlanSwift, ProCore, Salesforce, 2020 CAD Design, Adobe Sign, Acrobat Pro, Microsoft Office, Google Workspace

Project Management

Estimating, Quoting, Order Management, Install Coordination, Timeline Management, Scope Definition

Industry Knowledge

Kitchen & Bath Remodeling, Roofing, Siding, Windows, Doors, Decking, Fencing, Commercial Framing