

# MUHAMMAD MANCI

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## PROFESSIONAL SUMMARY

High-volume sales professional with 12+ years of proven success in residential and commercial construction sales. Track record of exceeding \$1M+ annual revenue targets through consultative in-home sales, technical estimating, and strategic relationship management across kitchen/bath remodeling and exterior construction projects.

## PROFESSIONAL EXPERIENCE

### Commercial Project Estimator

*Wolf Construction, Des Moines, IA*

October 2023 – Present

- Generated *[X multi-million dollar]* in commercial project quotes by leveraging PlanSwift software to analyze architectural plans and deliver accurate framing and finished carpentry estimates, supporting general contractors in *[X%]* bid success rate
- Secured *[X]* commercial construction contracts valued at *[\$X million]* through on-site consultations with property developers to define project scope and specifications, resulting in *[X% increase in project pipeline]*
- Optimized project delivery timelines for *[X]* concurrent commercial builds by implementing Gantt chart scheduling methodology, reducing delays by *[X%]* and improving client satisfaction scores
- Maintained zero project downtime during critical transition period by seamlessly assuming commercial roofing foreman responsibilities after unexpected departure, managing *[X]* active projects worth *[\$X]*

### Project Specialist – Exteriors

*Lowe's of West Des Moines, IA*

December 2017 – October 2023

- Achieved \$1M+ in annual exterior project sales for 6 consecutive years by conducting in-home consultations and delivering customized solutions for windows, doors, roofing, siding, decking, and fencing installations, maintaining 95%+ customer satisfaction rating
- Ranked #1 in district sales volume across 5-state Midwest region by generating hundreds of qualified leads annually and converting at *[X%]* rate through consultative selling approach, exceeding district average by *[X%]*
- Expanded territory coverage by *[X%]* by simultaneously serving West Des Moines, Jordan Creek, and Ames locations during personnel gaps, generating *[\$X additional revenue]* while maintaining service quality standards
- Streamlined sales operations by creating digital Adobe Sign contracts for *[X]* clients annually and coordinating with installation teams to ensure on-time project completion rate of *[X%]*
- Built strategic vendor partnerships with premium brands (Pella, Trex, GAF, Georgia Pacific) to deliver *[X]* custom-order projects totaling *[\$X]*, driving *[X% profit margin improvement]*

**Project Specialist – Interiors**

*Lowe's of Altoona, IA*

December 2013 – December 2017

- Transformed underperforming location by generating \$1M in kitchen and bathroom remodel sales within first 6 months (vs. historical <\$500K annual average), representing 100%+ revenue increase through aggressive lead generation and design consultation excellence
- Designed and sold [X] high-value remodeling projects ranging from \$40K-\$100K by utilizing 2020 Design Tool for layout optimization and material selection, achieving [X%] close rate on qualified leads
- Drove [X%] increase in lead generation by managing presence at Des Moines Home + Garden Show and executing [X] marketing events, converting [X%] of event leads to sales
- Enhanced team sales productivity by [X%] by mentoring in-store team members on consultative selling techniques and fostering collaborative environment that improved referral rates by [X%]
- Ensured [X%] on-time project completion rate by coordinating with general contractors and installation teams throughout entire project lifecycle, resulting in [X%] repeat customer rate

**CORE COMPETENCIES**

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**Sales & Business Development**

- Consultative In-Home Sales
- High-Volume Lead Generation
- Contract Negotiation & Closing
- Territory Management
- Client Relationship Management

**Technical & Project Skills**

- Commercial Estimating & Quoting
- Project Scope Development
- Installation Coordination
- Kitchen/Bath Design (2020 CAD)
- Architectural Plan Analysis

**TECHNICAL PROFICIENCIES**

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|------------------------------|----------------------------|
| • PlanSwift Estimating Tool  | • Salesforce CRM           |
| • ProCore Project Management | • Adobe Sign & Acrobat Pro |
| • Cooper Project Management  | • Microsoft Office Suite   |
| • 2020 CAD Design Tool       | • Google Workspace         |