



As a high volume salesman in the Des Moines area with over 10 years experience, and with both retail and in-home sales knowledge, I possess the versatility and ambition required to sell any type of product. My sales background is in kitchen and bath remodelling as well as exterior sales of decking, roofing, siding, windows, doors, sheds, and fencing.

Contact

515.290.7023

moemanci@gmail.com

Des Moines, IA

Skillset

12 Years Sales Experience

10 years In-Home Sales experience

Measuring & Quoting

Order Management & Sales Processing

Delivery and Install Coordination

Product Knowledge & Customer Service

Fostering meaningful professional relationships

Software

Microsoft Word

Microsoft PowerPoint

Microsoft Excel

Adobe Sign

Acrobat Pro

Google Workspace

Salesforce

ProCore Project Management Software

PlanSwift Estimating Tool

Copper Project Management Tool

2020 CAD Design Tool

Work Experience

Commercial Project Estimator | Wolf Construction, Des Moines, IA

October 2023 - Current

- Working directly with general contractors to receive plans via PlanSwift software and completing framing and finished carpentry quotes for multi-million dollar commercial buildings
- Meeting property developers on-site to determine full scope of projects
- Using Gantt charts to manage project timelines
- Seamlessly covering for commercial roofing foreman after the individual left abruptly

Project Specialist Exteriors | Lowe's of West Des Moines, Iowa

December 2017 - October 2023

- Measuring, quoting, and in-home sales of windows, doors, fencing, decking, roofing and siding with installation
- Generating hundreds of leads & creating digital Adobe Sign contracts for clients
- Payment processing, order management and refund processes
- Coordinating with installation team on behalf of customers to ensure quality
- Custom order sales of the following brands: Pella Doors and Windows, Reliabuilt Doors, Larson Doors, Trex Decking, GAF Roofing, Heartland Sheds, Georgia Pacific Siding and more
- Sold over a million dollars in projects annually, each year in the role
- Top volume sales for the district which includes 5 states in the midwest area
- Covering home store in West Des Moines, as well as Jordan Creek and Ames Lowe's Store locations in the absence of additional salesman

Project Specialist Interiors | Lowe's of Altoona, Iowa

December 2013 - December 2017

- In-home sales and design of kitchen and bathroom remodels ranging from \$40k to \$100k projects
- Measuring and quoting at customers home with general contractor
- Layout, color, material, & storage design and quoting through the 2020 Design Tool
- Generating and editing digital installation contracts
- Coordinating with installation team on behalf of clients
- Managing events like Des Moines Home + Garden Show for the purpose of lead generation and brand awareness
- Sold one million dollars in projects within first six months in the role at a store that historically sold under half a million per year
- Building trust with in-store team members and helping to cultivate an efficient sales squad



Contact

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Des Moines, IA

References

Ryan Blunt | District Manager at Lowe's Coopereate
Cell 402-594-4514

Andrew Young | Store Manager of West Des Moines and Altoona Lowe's
Cell 507.696.8239

Naly Jessen | Store Manager of Jordan Creek Lowe's
Cell 515.865.5601

Josh Bonney | Store Manager of Altoona Lowe's
Cell 319.361.1696