

GREGORY MAGNESS

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TECHNICAL SALES AND MANAGEMENT

- A career focused on commercial HVAC, energy, and chemical technology markets
 - A true passion for solving problems for clients and building those relationships
 - Began building refrigeration and HVAC systems for industrial facilities in 2009
 - Moved into commercial HVAC systems with Intel and Stantec in 2017
 - Florida HVAC-A Contractor license# CAC1821198
 - Consistent achievement of challenging financial goals through a broad skill set, collaboration, determination, and a positive attitude.
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| – Business Development/ Technical Sales | – Cross-Functional Team Leadership |
| – Organizational Development | – Financial Management |
| – Project / Engineering Management | – Commissioning and Service |

EDUCATION

Master of Business Administration (MBA), Management, Oklahoma State University

Bachelor of Science (BS), Chemical Engineering, University of Tulsa, Tulsa, OK

PROFESSIONAL EXPERIENCE

HERO Systems; Sarasota, FL 2021 – present
General Manager

Specialty Contractor providing technical services to commercial building managers on Florida's gulf coast, including climate control systems and building automation systems. Primary responsibility for operations, personnel, financial management, sales, and business planning.

GWM, LLC; Boulder, CO 2016 – 2020
Senior Consulting Manager

Provides technical business management consulting services. Several notable clients, including:

STANTEC CONSTRUCTION GROUP, Broomfield, CO

Capital Construction Services Manager – Intel Corporate Account

Stantec is an ENR Top 10 global design and construction firm. Capital Construction Services is a design-build, program-based model to execute ongoing Fortune 500 investment initiatives.

- Developed a new project execution program for Intel focusing on process, infrastructure and continuous improvement. In the first year of implementation, Intel observed ~15% productivity gain on over 1500 executed projects and \$200M+ in capital investment.
- Program supported Intel's U.S. campuses and included over 60 HVAC installations in one year.
- Established a template for execution, training, infrastructure, and sales of future programs.

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DCP MIDSTREAM, LP, Denver, CO

2008 – 2016

Senior Manager, Major Facilities Projects

DCP formed as a joint venture between Duke Energy and Conoco-Phillips, creating the largest natural gas processor in the U.S. Senior managers were responsible for the dual roles of developing project execution infrastructure while executing large, complex capital projects with aggressive targets.

- \$30-90M annual budget responsibility for large-scale energy facilities projects.
- Direct oversight of over 2 million construction man-hours and creating \$400M+ in new assets while consistently achieving triple constraint targets of budget, schedule, and quality.
- Directed engineering, construction, inspection, safety, commissioning, and project controls with an active, hands-on approach that empowers team members.
- Completed projects from concept through implementation. Every facility had refrigeration/HVAC components and a variety of other automated processes.
- Commissioned and transitioned new facilities to the Operations group through effective collaboration with internal and external customers.

PREVIOUS ROLES / CAREER PROGRESSION

Director, Business Development
International Business Development Lead / Senior Engineer
Senior Product Team Manager
Product Team Manager
Sales Engineer
Project Manager
Process Design Engineer

PROFESSIONAL DEVELOPMENT

Florida HVAC-A license #CAC1821198 (current)
Registered Professional Engineer, PE License #OK19343 (1997-2012)
Leadership Management Training
Project Management Professional Training (PMI)
Business Process Improvement Training

COMPUTER SKILLS

Microsoft Office tools and Google equivalents; ERP and CRM database tools; Business Process Mapping / Optimization modeling; Programmable logic controller (PLC/BAS) automation literate