

Mark Johnson

Denver, Colorado

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Objective

Seeking a career full-time position within a dynamic and creative company that values professionalism, integrity, stability and a challenging opportunity, as well as rewarding compensation

Summary of Qualifications

A highly energetic individual possessing well-refined leadership, people skills and computer literate (word, excel, and power point).

Seasoned engineer with attendant skills (engineering, drafting, Q.C, etc.)

Extensive sales training and office management experience

Proven effective business acumen, and experience management and training

Commitment to delivering client services with ethics and integrity

Innovative and resourceful problem solver with the willingness to listen and learn

Professional Experience

Project Manager / Estimator, Signature Steel Denver, CO May 2006- Present

- Design, engineer, estimate, developed, and build pre-engineered and structural steel buildings. Work with engineers and architects by finding ways to be cost effective in the design phase of the project. Working with city, county, state and federal engineers by knowing building codes and permitting process.
- Presentation and executing efficient and cost effective resolutions for construction at all phases.

Sales / Account Manager, Sunward Corp. Denver, CO Nov. 2004 - 2007

Design, estimate, develop, and sell pre-engineered Steel buildings

- Cold call and relationship building with contractors. Working hand and hand with engineers and architects in finding ways to save money.
- Heavy telemarketing environment goals consistently exceeded
- Relationship maintenance and retaining business relationships at high levels of daily communication.

Project Manager Estimator CMS INC. Denver, CO Dec. 2001-present

Design / Estimate, sell and build construction Projects

- Planned out and executed efficient resolutions for construction at all phases
- Quoted bid estimates and drafted new contracts
- Responsible for company office, data entry and hiring new personnel
- Handled materials procurement for company
- Followed up with customer job satisfaction

Education

Community College of Colorado 2006

Welding, Structural Steel, Construction Management, Metal Fabrication

Regis University - 1989

Business, construction management, sociology, public speaking