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Objective:

To obtain a sales or management position with a growing organization who will allow me to continue my professional development throughout the building products industry.

**SALES
MARKETING**

**PRODUCTION
MANAGEMENT**

**ESTIMATING
COST ANALYSIS**

PROFESSIONAL EXPERIENCE:

Signature Stone LLC, Greeley, CO

2011- present

Account Manager

Duties consist of sales for Signature Stone products and installation services to General Contractors and Home builders in Colorado and Wyoming.

Developed turnkey installation program of cast stone veneer and precast accessories for Signature Stone.

Sales of stone veneer to existing customers from previous relationships and have developed additional sales with new builders and general contractors.

Hands on experience working with installers, project managers and designers.

Estimating and proposal generation for all projects.

ENVIRONMENTAL STONEWORKS, Denver, CO

2007- June 2011

Account Manager

Managed sales territory for Northern Colorado and Central Wyoming.

Marketed manufactured stone veneer products and accessories.

Sales of masonry products and installation to custom and production home builders, general contractors and architects, focusing exclusively on residential, multifamily and commercial accounts.

HOME LUMBER, Littleton, CO

1998-2007

Account Manager (99-07)

Development of sales territory for Northern Colorado, marketing Amsco vinyl window products as well as Anderson, Weathershield, and Windsor wood windows, to production and custom homebuilders.

Production and Service Manager (98-99)

Responsibilities were to oversee production personnel of window assembly unit.

Duties consisted of supervision of outside service department and internal service writers.

Managed the purchasing of all service material and related products.

CARRIER WEST, INC., Denver, CO

1997-1998

Territory Manager

Established new HVAC Dealer network of Carrier products for residential systems and light commercial applications.

Promoted programs to develop and increase sales of Carrier products for residential new construction and for the add on replacement market.

Worked with dealers to establish advertising programs, and facilitated training seminars of newly developed Carrier products.

Aided dealers in the development of marketing programs through various media forms.

Provided training of new products and promotions to retail sales staff. Assisted in the development of national accounts.

WENCO/POZZI DISTRIBUTORS, Denver, CO

1995-1997

Sales Representative

Sales of Wenco and Summit vinyl window products to production homebuilders. Marketed Pozzi and Norco wood windows to custom builders.

Assisted general manager in establishing pricing strategies, allowing Wenco to become competitive in Metro Denver area.

Persuaded regional production general manager to produce specialty window products required to fulfill the builders needs.

HOME LUMBER, Littleton, CO

1992-1995

Window Unit Manager

Established window division from inception into viable profit center. Managed all aspects within the department including sales, service, manufacturing and delivery.

Developed wood window market for custom homebuilders and vinyl window sales for production market.

Responsible for cost analysis of products and labor.

Developed and initiated sales of fenestration products through existing lumber network.

Products distributed: ***Peachtree, Marvin and Windsor wood windows, Amsco, Viking and Windsor vinyl windows.***

METRO DOOR AND WINDOW, Denver, CO

1987-1992

Production Manager/Sales

Developed the market for Peachtree windows and doors in the Aspen and Vail Valley before accepting the operation manager position for the Peachtree product line.

Established pricing policies, supervised sales staff, purchasing and inventory control.

Extensive knowledge of parts and accessories.

Worked directly with dealer network in sales territory for wholesale distribution.

Sales of pre-hung doors and related millwork.

EDUCATION

WESTERN STATE COLLEGE – Gunnison, Colorado

BA in Business Administration/Psychology – 1984

References Available Upon Request.

