

SHAWN F. GRAY
2413 Valnera Street a Port Saint Lucie, Florida 34953
772-579-6651 a sgl06b586@westpost.net

SALES REPRESENTATIVE a SALES MANAGER
Roofing & Construction a Pharmaceuticals a Homeland Defense

Seasoned sales professional with over 20 years of experience fueling dramatic revenue growth through skilled cold-calling, in-person consultative sales, and high-impact presentations. Business development professional with record of successfully forging relationships with industry leaders and key corporate contacts. Reputable for generating highly qualified leads and securing lucrative contracts under tight deadlines. Skilled employee trainer and mentor with experience assuring top quality of client projects.

Business Development a Prospecting & Sales a Lead Generation & Qualification
Relationship Building a Cold Calls a In-Person & Consultative Sales a High-Impact Presentations
Creative Prospecting a Contract & Price Negotiations a Blueprint Reading a General Contracting
Employee Training a Quality Control & Inspection a Vendor Hiring & Management a Cost Estimations

PROFESSIONAL EXPERIENCE

ROOF SYSTEM SOLUTIONS, Port Saint Lucie, Florida a 2010-Present
Business Developer/Independent Representative
Represent various companies and their specific trades in the construction industry.
Identify prospects throughout Florida for construction projects and sales. Pinpoint key personnel and facilitate company contacts in Florida for roof replacement and construction projects.

SOUTHERN COAST ENTERPRISES, Deerfield Beach, Florida a 2010
Sales Representative
Conducted consultative sales, cold-calling and relationship building with key prospects. Visited construction sites; performed in-field core analysis of existing roofing systems and delivered recommendations / estimates for new installations. Conducted cold and scheduled calls to potential clients; qualified prospects and determined upcoming and long-term roofing needs. Forged relationships with assigned general contractors; liaised between contractor clients and company. Negotiated contracts; presented to condominium association boards.
a Assured profitability of projects by assessing and rejecting unprofitable change orders.

PETERSENDEAN ROOFING & SOLAR SYSTEMS, INC., West Palm Beach, Florida a 2008-2010

New Business Development Manager
Fueled revenue growth for commercial, industrial, and institutional roofing installer offering photo-voltaic and thermal solar roofing systems, with national sales of over \$300 million per year. Identified and successfully pursued new private-sector business opportunities through extensive research and aggressive cold calling and in-person sales campaigns. Conducted visits to construction sites and introduced company to potential clients. Performed core analysis, recommendations and estimates. Served as point of contact for general contractors. Negotiated contracts and delivered presentations to condominium association boards, property management groups, REITs, and building owners.
a Sold private project valued at over \$1.9 million within 2 weeks of hiring.
a Established profitable relationships with Roofing Consultants Institute, Const

uction Specifications Institute, and BOMA.

a Achieved National Certificate of Achievement for High Sales, November 2008.

ROOF SYSTEM SOLUTIONS, Strasburg, Pennsylvania a 2005-2008

Owner / President

Provided expert roofing consulting and construction services to clients.

a Secured lucrative contract to complete preliminary investigative survey of 834,000 square-foot Schuylkill Mall.

a Landed multiple survey / design contracts with companies and locations such as Bayshore Plaza, Fameco Property Management, Cento Properties and Hampshire Group.

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HUDECHECK CORPORATION, Coatesville, Pennsylvania a 2002-2005

Sales Manager / Estimator

Aggressively pursued new leads and sales of roofing and building maintenance services. Conducted field take-offs and developed estimates for roofing and sheet metal projects. Delivered company capability presentations; created and published company newsletter.

a Secured first contract for 41 building sites through relationship building with real estate investment trusts and property management groups.

a Streamlined roof repair tracking process through development of customized client spreadsheets.

a Expanded company capabilities through development of innovative roof management tracking software, leading to over 41 new industrial / commercial roof management contracts.

BUILDING DIAGNOSTICS, INC., Hollywood, Florida a 2001-2002

Roofing Consultant / Project Manager

Performed extensive investigative studies of above- and below-grade roofing and exterior building envelopes for roofing and building repair architecture company. Conducted pre-purchase and due diligence surveys; moisture surveys, and full / part-time quality assurance inspections. Led pre-bid, pre-construction and job meetings.

a Improved installation quality of roofing assemblies by carefully monitoring projects and assuring compliance with manufacturer and standard roofing specifications.

a Conducted subcontract studies for several architectural firms including ACAI Associates; served as architectural team leader at North Broward Center and performed surveys on 31 roofs.

SOUTHERN COAST ENTERPRISES, INC., Deerfield Beach, Florida a 1993-1996; 2000-2001

Sales Associate / Estimator / Management Trainee

Cultivated profitable relationships with building owners and property management firms, resulting in successful outside sales of industrial and commercial roofing services. Initiated cold-calling and in-person sales campaigns to generate new leads. Performed extensive roofing surveys including galvanic moisture probing and capacitance testing; delivered high-impact sales presentations to associations. Delivered expert material and labor estimation for roofing assembly installation and design. Negotiated contracts. Delivered field guidance and mentorship to installation personnel.

a Chosen to participate in exclusive management training program.

a Performed consistently as one of top-earning salespeople company-wide.

SOPREMA, INC., Wadsworth, Ohio a 1998-2000

Sales / Technical Representative

Assured optimal performance of roofing mechanics and laborers through training in proper installation techniques for Soprema roofing assemblies. Trained personnel

el in SBS modified torching. Performed ongoing and final quality control inspections of roofing installations. Liaised with contractors and architects regarding roofing assembly design.

a Improved quality of work by collecting photographic documentation of installation procedures to identify and eliminate construction deficiencies.

a Developed detailed instructions for Miami-Dade compliant roofing installations.

ARCON, INC., Boca Raton, Florida a 1998

Branch Manager

Tapped to build and maintain profitable client base for new Florida branch office. Developed contacts with local CEOs, real estate investment groups, school districts, architects, and property management groups. Delivered sales presentations promoting company services including roof management programs, visual surveys, and roof moisture surveys. Oversaw proposal development and ongoing project reporting. Inspected and assured quality of completed roofing projects.

a Achieved contract with Miami Dade Community College for design review of new campus facility.

a Secured contract to conduct roof moisture and visual surveys of 5 Cushman-Wakefield buildings.

a Contracted to perform roof moisture and visual surveys for Palm Beach Community College.

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ROOFING CONCEPTS UNLIMITED, Pompano Beach, Florida a 1996-1998

Chief Estimator

Secured clients for industrial and commercial roofing services through outside sales, cold calls, presentations, and direct contact with building owners and property management firms. Delivered roofing assembly installation and design estimates for materials and labor. Negotiated and finalized contract agreements. Performed roofing surveys including galvanic moisture probing and capacitance testing.

a Generated \$667,000 roof replacement contract at Cobblestone Apartments within 1st month.

HUDECHECK ROOFING COMPANY, INC., Downingtown, Pennsylvania a 1991-1993; 1993-1996

Sales Manager / Estimator

Served as direct line of contact between company and architectures, engineers and roofing consultants for assembly design and materials / labor estimation for installation. Secured contracts for industrial and commercial roofing services through outside sales.

a Assembled comprehensive database of over 400 property management groups, private companies, and industrial development management firms.

a Estimated over \$15-20 million in projects annually.

a Secured average of \$5-\$6 million in contract awards per year.

ARCON, INC., Wilmington, Delaware a 1993

National Sales Representative

Developed new business for consulting services through sustained contact with property investment groups, school districts, architects, engineers and property management groups. Leveraged comprehensive client database of professional and personal roofing and construction contacts to generate leads and secure business.

a Secured profitable contract with Trumpas Taj Mahal Accounts within first 4 days of tenure to conduct roof moisture survey, design and quality insurance inspection.

tions.

a Achieved roof moisture survey, design and quality assurance inspection work with companies including Mellon Bank, Unisys, Commodore, and numerous property management firms.

EDUCATION

Bachelor of Arts in English Education: Pennsylvania Secondary Certification
Saint Vincent College, Latrobe, Pennsylvania

PROFESSIONAL DEVELOPMENT

Gold Coast Real Estate School: Florida Real Estate License (Inactive)
ABC Blueprint Reading a Firestone Technical Seminars a Carlisle Technical Seminars
RCI Educational Seminars a Soprema Marketing and Technical Seminars
National Bureau of Standards Technical Seminars a Estimating Software Development
Englert Standing Seam Certified Program

TECHNICAL SKILLS

aThe Edgea (5.8 , 6.1 and 7.4) a Apex a Payback, Microsoft Office a Astound a Ami-Pro a Roof-Cad
Info-Roof a Art Explosion Publisher Pro a ScanSoft PDF Converter Professional
Adobe Acrobat 7.0 Professional

ROOFING ASSEMBLY EXPERTISE

Carlisle a Versico a Firestone a GAF a JP Stevens a Sarnafil a Johns-Manville a US Intec
Kopperas Coal Tar Pitch a Allied Signal (Honeywell) a Miscellaneous Roof Coatings a Atlas a Berridge
Consolidated Decking a Delcoa a Englert a Lumishade a MBCI a Sheet Metal Fabrication

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Dear Sir/Dear Madam:

Offering over 20 years of experience as a sales professional with a record of successfully fueling dramatic revenue growth at a diverse range of companies, I am writing to express my interest in joining your team.

Combining expertise in cold-calling, in-person consultative sales, and sales presentation delivery, I offer revenue-growth and lead generation skills that are valuable across any industry and I am confident in my ability to generate real, measurable positive results for your company. Past achievements in prior roles include:

- a Securing a profitable contract with Trumpas Taj Mahal Accounts within my first 4 days of tenure at Arcon, Inc.
- a Winning an average of \$5-\$6 million in contracts per year for Hudecheck Roofing Company, Inc.
- a Achieving a \$667,000 roof replacement contract at Cobblestone Apartments within my 1st month of hire at Roofing Concepts Unlimited.
- a Selling a private project valued at over \$1.9 million within 2 weeks of hiring at Petersendean Roofing & Solar Systems, Inc.

I have dedicated my career to generating top-level sales for past employers, and feel confident I can do the same for your company. Please refer to the enclosed resume for additional information regarding my background and skills, and feel free to contact me at your earliest convenience. Thank you in advance for your time and consideration.

Sincerely,

Shawn F. Gray