

James M. Krysak

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Profile Goal-oriented, self-motivated and personable business professional with a positive attitude and a successful 10-year track record as a Residential Design/Build Remodeling Consultant with strong kitchen and bath design and sales experience. **Seeking a position as a Design/Build Remodeling Consultant, Salesperson or Sales Manager.**

Experience March 2015 to Current Pro Roofing and Siding
Marietta, Ga.

Sales Consultant/Sales Manager

- Averaged \$85,000 in sales the past 2 months selling roof, siding, gutter replacement and exterior painting services
- Developed 7 commercial property management clients
- Member of Atlanta Apartment Association, BOMA and Cobb Chamber of Commerce where I network extensively
- Accepted sales manager position July 10 2015

Responsibilities

- Qualify leads
- Evaluate clients needs
- Evaluate property issues
- Present solutions to issues
- Create estimate and quote
- Present quote
- Close contracts
- Process project to production
- Follow up with client
- Generate referrals by delivering exceptional customer service
- Maintain post-construction relationships with clients
- Prospect for new commercial and residential prospects
- Manage sales department
- Update management with sales reports

Experience 2004-2008 and 2009-February 2015 Bickley Design Build Services
Macon, Ga.

Sales Manager

Design/Build Remodeling Specialist

- Average \$850,000 per year in Design/Build remodeling sales over past 5 years in a highly competitive market
- Produce 30 to 40 designs, proposals, estimates and contracts for remodeling projects ranging from \$15,000 to \$250,000 in size per year
- 15% Shareholder of company stock

Responsibilities

- Assist with qualifying 130-150 new raw leads per year
- Deliver exceptional customer service to all professional contacts
- Manage sales department
- Educate prospective clients on the benefits and value of our Design/Build

services process

- Collaborate with clients to develop project parameters, conceptual designs, specifications and scope of work to meet their needs
- Collaborate with vendors and subcontractors in the design, estimating and production phases to produce projects that meets client's needs
- Obtain quotes and bids from vendors and subcontractors
- Develop detailed scopes of work and specifications for projects including detailed budget estimates and material take-offs
- Develop project schedules
- Develop project working drawings
- Conduct client presentations
- Compile and conduct presentations for Historic District Review boards and neighborhood architectural review boards
- Close contracts
- Partner with architects and/or interior designers
- Facilitate talk-through and walk-through with production and clients
- Order long lead time items such as cabinet, fixtures, materials and finishes
- Ensure projects are being built to specifications and design
- Communicate with clients during construction to ensure expectations are being met and to help with any issues that may arise
- Assist in bringing projects to a successful close
- Maintain a follow-up system to maintain good long-term relationships

with clients

- Generate referrals by delivering exceptional customer service
- Continuously refining successful sales, design and estimating process
- Assist in refining and implementing marketing plan

Experience

2008-2009

Lifetime Cabinets
Dublin, Ga.

Outside Sales Representative

- Developed new sales territory in Henry, Jones, Monroe and Putnam counties in preparation for becoming Showroom Manager for new showroom being developed in Atlanta
- Acquired 6 builders and achieved \$340,000 in sales

Responsibilities

- Prospected for potential clients using business directories, joining homebuilder's associations, attending trade shows and networking
- Communicate the features, benefits and value of our services to prospective clients
- Maintained client's supply of company product samples and literature
- Prepared designs, renderings and estimates that meet client's specific needs
- Closed contracts
- Scheduled production and installation of cabinets
- Worked with installers and clients to bring projects to successful close
- Maintain a follow-up system to maintain good long-term relationships with clients

Experience

2002-2004

Heartland Homes and Crossroads Homes
McRae, Ga.

Outside Sales Representative

- Developed marketing materials (including Production CD) for start-up Systems-Built homes manufacturing companies
- Developed territory in Georgia, Florida and South Carolina
- Closed contracts on \$270,000 in business in 13 months

Responsibilities

- Assisted in the development of new accounts for start-up companies
- Close contracts with builders
- Provided ongoing support

Proficiencies

- Chief Architect- Very proficient
- 2020 Design- Very proficient
- Microsoft Office- Very proficient
- UDA Construction Suite-Very proficient
- UDA Construction Online- Proficient
- Sketch up- Very Proficient

Credentials

- Past member of Remodeler's Advantage University
- **Enrolled in Sandler Sales Training in Alpharetta with Lissa Versteegh**
- Current Subscriber to Remodeling Magazine
- 2006 Ga. Home Builder's Association Code certification course
- 2005 Chief Architect Intermediate design course
- 1981-1983 US Air Force Advanced Leadership School