

ERIC MANN

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PROJECT MANAGER

Resourceful, proactive project manager with significant experience in directing manufacturing and construction projects. Documented record of increasing profit margins while maintaining high quality projects completed on time and within budget constraints. Recognized for creativity, determination, and ability to work independently without direction. Dependable team player able to communicate and work well with all personnel from laborers to tradesman to professionals. **Core competencies and professional strengths include:**

- Project Coordination
 - Contract Negotiations
 - Public Presentations
 - Budget Estimations
 - Personnel Management
 - Creative Problem Resolution
 - Vendor / Supplier Negotiations
 - Process Development / Implementation
 - Cost Controls
 - Import / Export
 - Client Relations
 - Networking
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CAREER HIGHLIGHTS AND QUALIFICATIONS

- ✓ Managed daily construction and manufacturing operations for start-up division including sales, purchasing, project management, estimating, accounting, human resources, safety, scheduling, and product design.
 - ✓ Generated explosive divisional growth with **900% increase in sales and personnel** (\$500K to \$5M, and 3 to 31 employees), and **21% increase in profit margins** (15% to 36%) **within 3 years**.
 - ✓ **Led contract negotiations** resulting in corporate status as sole supplier of water storage tanks for all new Home Depot construction and **\$1M in annual revenue**.
 - ✓ Provided quality customer service by immediately contacting clients with project issues and appropriate plans of action; resulted in **80% client retention and repeat business** rate.
 - ✓ Possess creative problem solving skills evidenced in record of maintaining project schedules and budgets by outsourcing affordable fabrication.
 - ✓ Demonstrated exceptional public speaking abilities through presentations at numerous city council meetings and contractors' meetings on high profile jobs including Tiffany & Co. and military bases.
 - ✓ PC proficiency in MS Office Suite and Project Manager, and AutoCAD 2004.
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PROFESSIONAL EXPERIENCE

TANK, DRY AND LIQUID STORAGE, INC., Memphis, TN

2001 – 2003

Project Manager

- Spearheaded successful water tank manufacture and installation project for multiple Home Depot stores ensuring continued business with Home Depot Corporation.
 - **Increased profit margin by 21%** (from 15% to 36%) through implementing effective cost controls.
 - Established protocol and conducted successful customs and freight negotiations for overseas projects resulting in zero additional shipments due to shortages or mistakes, and economical shipping costs.
 - Held human resource management responsibility for up to 15 personnel per project including engineers, draftsmen, accountants, foremen, and field crews, and pay structure determination.
 - **Orchestrated 30 \$100K to \$1M projects simultaneously.**
 - Ensured accurate project completion by developing information flow system from Project Manager to engineering to accounting.
 - Established relations and conducted work order and pricing negotiations with clients, suppliers, and carriers.
 - Developed packaging techniques to ensure safe transport overseas
 - Authored water tank construction manual.
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EDUCATION

UNIVERSITY OF SOUTHERN INDIANA, Evansville, Indiana

MBA Program, 2001

Bachelor of Science in Business Administration, 2000