



PROJECT MANAGEMENT & TECHNOLOGY CONSTRUCTION

20 Years' experience in Telecommunications and Network Engineering.

- Routing & Switching, Infrastructure, Physical Plant, OSP/ISP, Wireless.
- CCNA & CCDA (2002) | CCNP Advance Routing (2003) | CWNA (2014)
- Data Centers: Maintenance, Repair and Hardware Upgrades.

17 Years' experience in Construction Management.

- Infrastructure & MEP, Light Commercial, Single & MDU Residential.

16 Years' experience in OSP/ISP Construction and Engineering.

- Fiber, Coax, Twisted Pair, RF & Microwave Links, Fixed & Trackable Satellite Dishes.

14 Years' experience in Project Management.

- Network Infrastructure, Telecommunications, Greenfield & Brownfield Land Conversion, Stormwater Management, MEP, Excavation, Road Building.
- Familiar with NEC/NESC | Experienced Plumbing, Framing, and Heavy Equipment Operator.

Skilled at Estimating, Identifying and Remediating Design Issues, Contract Negotiations, Material, Labor & Equipment Procurement, Permitting & Compliance, Stakeholder Management, and Shepherding Complex Projects through Completion and Hand-Over.

Expert at training and managing work crews and maintaining safe working conditions. Communicates well across functions and simplifies complex technical issues for general audiences. Completes projects on time, within budget constraints, at upper 2 percentile customer satisfaction.

**Project Governance | Stakeholder Management | Team Building & Leadership
Organization & Time Management | Scope - Schedule - Budget | Estimating & Job Costing
Milestone Planning | Resource Leveling | Vendor Management | Safety & Compliance Management
GANTT/PERT/CPM | Critical Chain | Iron Triangle**

PRIMARY RECENT EXPERIENCE

Owner & CEO, Gravel Doctor of Ohio, Millersport, Ohio | 2014 – 2021

Veteran owned business specializing in building, repairing, and maintaining aggregate surfaces.

Driveways & Parking | Access & Haul Roads | Laydown & Storage Yards | Groundwork
Clearing, Grading & Soil Correction | Stormwater Management & Drainage Solutions

- Grew revenue over 400% in 7 years - expanded territory from 1,500 to 15,000 square miles.
- Serviced clients from Residential to Enterprise. (e.g., Kenworth, Walmart)
- Site Inspector – Estimate Writer – Head of Sales – Chief of Operations
- Sales @ 40% - 50% Conversion Rate using One Call visit and Written Proposal.
- Sole responsibility for project management from initial RFP to project close-out and hand-over.
- Recruited, trained, and managed both employee and subcontractor teams.

- Directed multiple concurrent projects.
- Developed and presented proposals with multiple options, with cost and benefit analysis.
- Assisted and guided clients in making informed decisions based on expected ROI.
- Daily oversight of all project deliverables with accountability for safe jobsite operations.
- Experienced in operation of heavy equipment, and the training and supervision of operators.
- Positioned business competitively, identifying critical value propositions and developing increasingly more effective advertising strategies across multiple media.
- Interacted with government agencies from County Engineering to EPA and Corp of Engineers for permitting & compliance.
- Addressed local elected officials and governing bodies in Q & A meetings open to the public.

➤ **Consistently rated at top of Google rankings – 4.9 out of 5 stars.**

SAMPLING OF LONG-TERM CROSS-DISCIPLINE EXPERIENCE

GENERAL CONTRACTING & TECHNOLOGY CONSULTING – 1990 thru 2014 – HIGHLIGHTS

Contract Project Manager under Enterprise IT Manager at Cardinal Health, Dublin, Ohio | 2012

Cardinal Health, Inc. is a Fortune 20 health care services company that operates the largest network of nuclear medicine pharmacies in the U.S.

- Managed Design & RFP portion of Fusion Project, a federally mandated infrastructure upgrade for Real-Time tracking of radiologicals at 130+ Cardinal Health pharmacies across 6 time zones.
- Took over stalled process for the creation of specifications, wrote RFP, shepherded RFQ process through contract award, and supervised contractor through completion and hand-off to deployment team. Project budget of approximately \$750,000
- Project completed one month ahead of schedule and approximately \$53,000 under budget.

Network Engineer, Columbus City Schools, Columbus, Ohio | 2005 - 2007

Columbus Public Schools District is the 14th largest city in the US 2nd largest in the Midwest.

- Engineering team member coordinating daily upkeep and maintenance of network systems for Columbus Public Schools.
- Switched Network comprising approximately 4,500 individual nodes and 3 Main Data Centers spread out over 225 square miles and requiring “Five 9” uptime during the school year.

Complete Timeline: Deep Background & Cross-Discipline experience | 1990 – 2014

- **2014 – 2021:** Owner – Gravel Doctor of Ohio.
- **2009 – 2014:** Consulting & Contracting – Network Design & Engineering.
- **2008:** Created complete Wireless Mesh Network Deployment Plan & Blueprints for Ohio Dept of Jobs & Family Services.
- **2005 – 2007:** Network Engineer – Columbus Public Schools.
- **2003 – 2005:** Owner of Small Real Estate Development company in N.E. Ohio.
- **2002:** Time off to obtain AAS in Network Engineering.
- **2000-2001:** Service agent for Xerox enterprise level networked production machines & devices.
- **1998 – 1999:** Time off to complete BGS and obtain Paralegal Certification.
- **1996-1997:** Small Contractor providing complete design and installation of TV/Internet cabling and equipment in Office Buildings & Multiple Dwelling Units in 400-unit range.

- **1995-1996:** Small Contractor providing installation of multi-screen entertainment systems across United States, mainly for BW3's restaurants. Installed full sized trackable Satellite dishes for multiple clients, including Time-Warner's Akron, Ohio, Head-End.
- **1994-1995:** Individual Contractor on deployment team for RoadRunner®, the first cable-delivered high-speed Internet service, which upgraded the Time-Warner physical plant in a 150 square mile area surrounding Akron, Ohio to full 1,000Mhz capability.
- **1990-1994:** Framing, plumbing, and electric work. Residential developments. Mechanical, Electrical & Plumbing. (MEP)

EDUCATION & CERTIFICATIONS

Kent State University, Kent, Ohio | BGS: Mathematics and History (1998)

SUNY Rockland, Suffern, NY | AAS: Network Administration (2002)

Mercy College, White Plains, New York | Paralegal Certification

Certifications previously held:

- CWNP: Certified Wireless Network Administrator
- Cisco: CCNP – Advanced Routing
- Cisco: CCNA – Network Associate
- Cisco: CCDA – Design Associate

United States Army | 1985 – 1989 - *Honorably Discharged*