

## James J. Fergen

*Hainesville*

HISTORY: Illinois Inspection Service- Winthrop Harbor, IL. 1999-Present

### **President**

Have successfully completed Exterior Design Institutes EIFS Third Party Inspector Certification and Moisture Analysis Program

Senergy Inc.- Jacksonville, FL. 1998-1999

### **Regional Sales Manager**

Responsible for seven state region for sales support and product Promotion. Called upon architects and contractors for product Knowledge and technical support. Have worked many trade shows And workshops to help teach architects and builders the proper Application and detailing of the Senergy Systems. I also did inspections On projects to assure that the product was being installed properly.  
>Top Regional Sales Manager in 1999

G & J Plastering- Elk Grove Village, IL. 1996-1999

### **Sales and Marketing Representative**

Responsible for product sales, site inspection, technical support and Customer liasion for interior/exterior plastering services with an industrial, Commerical and residential clientele. Maintain good relations with local Unions, as well as small to medium-sized contractors.  
>Personally increased annual sales volume by \$2 million.

E.F Wood, Inc.- Mundelein, IL. 1989-1996

### **Sales Representative**

Effectively managed sales, technical support and customer service for a \$1.6 million territory in the Western and Far West Suburbs of Chicago for This \$5 million distributor of Dryvit building material. Generated quotes, bids, estimates and pricing, along with contract Negotiations, closings and tradeshow appearances. Worked closely with builders, general contractors, developers and architects.  
>Ranked as the Top Salesman in the company because of excellent sales Performance.  
>Participated in many "Parade of Homes" tours.