

Dylan Weagly | Experienced Sales & Operations Leader

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Summary

I am currently a Commercial Roofing Consultant at Moser Roofing Solutions. As an A+ rated, award-winning, master contractor with Duro-Last (a leading manufacturer of commercial roofing systems); we are the premier commercial roofing contractor in the Mid-Atlantic region.

Duro-Last manufactures a custom-fabricated, single-ply PVC commercial roofing system that is ideal for any flat or low-sloped application. Extremely durable and easily installed by authorized Duro-Last contractors without disrupting building operations; the Duro-Last Roofing System is also watertight, highly reflective, virtually maintenance-free, plus it is resistant to chemicals, fire, and high winds.

At Moser Roofing Solutions, we help safeguard structures, people, and possessions so that you can focus on the critical tasks that keep your business moving forward. Since 2007, we have been repairing, restoring, and replacing flat and low-slope commercial roofing throughout Pennsylvania, New Jersey, Maryland, and Delaware.

We work hard to ensure 100% Customer Satisfaction and to refine our Brand Reputation by utilizing old-fashioned integrity, white-glove service, and high-performance roof systems.

I personally have 21+ years of Sales Experience, 22+ years of Management Experience, and 21+ years of Wireless Experience.

I have had the opportunity to grow at multiple companies thanks to my proven leadership abilities, exceptional sales results, and outstanding operational achievements.

Specialties

I am a proven leader, experienced manager, and operationally sound administrator with excellent interpersonal skills and team-building abilities who gets results!

- Operational Planning & Implementation
- Sales Strategies & Training
- Inventory Management
- Human Resources
- Plus, numerous awards for my sales and operational results

Experience

Moser Roofing Solutions - Commercial Roofing Consultant

October 2023 – Present

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Eschbach Bus Service – Operations Manager

December 2021 – October 2023 (1 year 11 months)

Eschbach Bus Service is a transportation company located in central Pennsylvania that is a contracted School Bus provider for the Penn Manor and Solanco school districts, plus offers Charter Bus services for private rental as well.

As the Operations Manager at Eschbach Bus Service, I had the opportunity to manage multiple areas of the business; including Operations, Human Resources, Fleet Vehicles, Information Technology, Marketing, and Customer Service.

Nu-Wave Wireless - National Operations & Training Manager

May 2021 – December 2021 (8 months)

Nu-Wave Wireless - Regional Manager

June 2011 – April 2021 (9 years 11 months)

Nu-Wave Wireless - District Manager

July 2009 – June 2011 (2 years)

Nu-Wave Wireless was a T-Mobile Premium Retailer. Nu-Wave Wireless operated T-Mobile Retail Stores in multiple states across the USA. I was hired as a **District Manager** to oversee all the Pennsylvania retail stores because I have extensive wireless industry knowledge and proven leadership skills. As the company continued to grow and open new locations, I earned the opportunity to advance to a **Regional Manager** position overseeing the entire retail channel of the company (at that time, our locations were primarily in the Northeast region of the U.S.). As the company has continued to expand across the U.S., I earned the **National Operations & Training Manager** position and focused on leading the entire organization across the U.S. operationally.

I was responsible for all of our retail locations in the USA. As a T-Mobile Premium Retailer, I had to ensure that we were following all T-Mobile policies and procedures; we had to consistently pass T-Mobile Operational Audits and meet T-Mobile Sales/Service Targets in order to retain our T-Mobile Premium Retailer status. I had to successfully lead our retail sales channel (through a diverse team of Trainers, Regional Managers, District Managers, Store Managers, and Business Sales Managers) by setting monthly sales targets, building sales and marketing plans, motivating all retail employees through creative contests and performance coaching, developing company training programs, creating company operational policies and procedures, ensuring a fair and ethical work environment, achieving company profitability targets, Cash Management, Inventory Management, Asset Management, Risk Management, Operations Management, Human Resources, Team Building, Customer Satisfaction, plus constantly reviewing all retail sales and operations results to identify growth opportunities.

Sprint Nextel Corp - District Manager Trainee

June 2005 – July 2009 (4 years 2 months)

Sprint Nextel Corp - Retail Training Manager

January 2005 – July 2009 (4 years 7 months)

Sprint Nextel Corp - Multi Unit Store Manager

June 2004 – July 2009 (5 years 2 months)

Sprint Nextel Corp - Retail Store Manager

October 2003 – July 2009 (5 years 10 months)

As a **Store Manager**, I was responsible for: staffing and scheduling, training and employee development, setting daily goals and reviewing all sales reports, observing and evaluating staff performance, motivating my team and keeping morale positive, enforcing company policies and procedures, human resources and payroll functions, meeting targeted sales and profitability goals, the general appearance and cleanliness of the location, auditing and ordering inventory, ensuring all customer issues are handled with world-class customer service, ensuring compliance with all corporate audit policies and merchandising guidelines, following all safety and security policies, ensuring compliance with all federal and state laws, delegating workloads fairly and effectively, maintaining open and positive relations with staff and peers.

Also, thanks to my proven leadership abilities, exceptional sales results, and outstanding operational achievements I was also given the opportunity to perform the below duties at Sprint/Nextel.

As a **Multi-Unit Store Manager**, I was responsible for all the operational functions and sales results of up to 5 locations at one time. Also, as a **Retail Training Manager**, I had the opportunity to hire and train countless Sales Consultants and Store Managers, plus open 7 new retail locations. Finally, as a **District Manager Trainee**, I assisted with all the sales results and operational functions in districts of up to 19 stores during this time.

Global Mobile - Multi-Unit Store Manager

November 2002 – October 2003 (1 year)

Global Mobile was an Authorized Dealer for AT&T, Cingular, Nextel, T Mobile, and Dish Network TV. As a **Multiple Unit Store Manager**, I was responsible for all the daily duties in 2 locations including: enforcing company policy, staffing and scheduling, training and coaching, setting daily sales goals, auditing all sales reports, store inventory, payroll processing, overseeing customer service issues, overall productivity and appearance of the locations, plus compliance with all federal and state laws.

Better Deal Cellular - Assistant Manager

June 2001 – October 2002 (1 year 5 months)

Better Deal Cellular - Wireless Consultant

January 2001 – June 2001 (6 months)

Better Deal was an Authorized Dealer of AT&T, Cingular, Nextel, T Mobile, and Sprint. I was hired as a **Wireless Consultant** to sell wireless products to customers, but I earned the opportunity to advance after displaying exceptional sales results and the ability to lead other employees. As the **Assistant Manager**, I was responsible for: daily scheduling, training staff on new products or procedures, inventory control, and general sales productivity. I ensured all team members were up to date on new promotions, all team members were actively pursuing sales leads, all daily paperwork was completed, and that any urgent customer service issues were immediately addressed by a member of management.

Education

YTI Career Institute (2002 – 2004)

Business Management Program

Chambersburg Area Senior High School (1993 - 1997)

General Educational Development

Expertise

Commercial Roofing
Telecommunications
Sales
Sales Process Development
Strategic Management
Operational Management
Hiring
Employee Development
Customer Service
Inventory Management
Marketing

Roof Repair Solutions
Wireless
Retail Sales
Sales Management
Operational Planning
HR Policies
Training
Site Selection
Account Management
Cash Management
Community Outreach

Roof Replacement Solutions
Solution Selling
B2B Sales
Sales Operations
Marketing Strategies
Human Resources
Corrective Action
Store Build-Out
Customer Retention
Risk Management
Team Building

Skills

Windows OS & Mac OS
HTML Coding

Outlook, Word, & Excel
Graphic Design

PowerPoint & Adobe
Website Design

Training

Integrity & Ethics

Marketing & Sponsorship

G.R.O.W. - Coaching Model (Goal, Reality, Obstacles/Options, Way Forward)

S.M.A.R.T. - Management Model (Specific, Measurable, Attainable, Relevant, Timetable)

S.P.R.I.N.T. - Sales Model (Say Hello, Probe, Respond, Include, Needs, Teach)

F.A.B. - Selling Skills (Feature, Advantage, Benefit)

L.E.A.R. - Customer Service (Listen, Empathies, Ask, Resolve)

I.D.E.A.L. - Problem Solving (Identify, Define, Explore, Action, Look Back)

Sales, Management, & Human Resources trainings

Awards

Platinum Partners Award for the Top Performing Sprint Retailer in 2012 (Sprint Corp)

Sprint's award presented to the Preferred Retailer with the best overall sales results.

Best Customer Satisfaction for a Sprint Retailer in 2012 (Sprint Corp – Northeast Market)

Sprint's award presented to the Preferred Retailer with the best customer satisfaction results.

Top Ten Performing Sprint Retailer in 2011 (Sprint Corp)

Sprint's recognition for the Preferred Retailers with the best overall performances in all key metrics.

Platinum Partners Award for the Top Performing Sprint Dealer in 2010 (Sprint Corp)

Sprint's award presented to the Preferred Retailer with the best overall sales results.

Best Operational Store in 2007 (Sprint Nextel Corp – Northeast Market)

Sprint's award presented to the Store Manager with the best overall operational performance.

President's Club in 2005 (Nextel Partners)

Nextel's award, presented to sales professionals with exemplary sales achievement. I earned the 2005 award for exceeding my annual targeted sales goals by a minimum of 110%.

President's Council in 2004 (Nextel Partners)

Nextel's ultimate sales achievement reserved for the "Best of the Best". I earned the 2004 award for achieving a minimum of 110% of my annual targeted sales goals and finishing the year ranked in the top 10% of all the Store Managers nationwide.

Sales Associate of the Year Award in 2001 (Better Deal Cellular)

Better Deal Cellular was the largest Authorized Dealer in Central Pennsylvania. I earned the award for my overall sales performance in 2001.

Recommendations

Kathleen Geoffroy Angeli

District Manager at Sprint

"Dylan is a dedicated individual who strives for excellence in everything he does. Dylan did an amazing job of managing all facets of the business and staying on top of all his metrics. He excelled in both sales and operations and never missed a beat."

Brian Fox

Owner at Fox Marketing

"Dylan has a gift when it comes to people; you're not going to meet a guy with stronger ethics than him. He does the right thing and is super outgoing, which makes people very comfortable. He just loves helping others and that shows! He truly is a gift to the company he works for."
