

Brian E. Cooper

2435 North Ranch Estates Blvd., New Braunfels, Texas 78130

(830) 620-0178 (H) BCOOPER22@satx.rr.com

Senior Electrical Project Manager/Estimator

Results-driven project and program management professional with first-rate skills in directing full cycles for complex, multi-site Estimates and Projects. Proven ability to deliver substantial revenue, productivity, and quality improvements through well-managed, on-time projects. With extensive Estimating and Contract negotiations.

Core strengths include:

- Strategic & Tactical Planning
- Market Opportunity Identification
 - Quality Control
- Profit Management & Customer Retention
 - Process Improvement
 - Proposal Development
 - Contract Negotiations
 - Project Leadership
- Budget Planning and Cost Control
- Project Estimating- Hard bid, Conceptual, Design Build. (Over 10 years Commercial)
- Project Management- From \$25,000.00 to over \$8 Million. Several projects at one time.
 - Virginia Journeyman Card 1993.
 - Virginia Masters Lic.2003.
- Began Apprenticeship through ABC began in the trade in 1985 and have worked my way up through the ranks.

EDUCATION

- Fauquier HS Graduation-1987- (General Course Study)
- Lord Fairfax Community Collage- (1993-1994) Business Management

- Superintendents Academy (ABC) 1997
 - Estimators Academy (ABC) 2000
- Project Managers Academy (ABC) 2004

PROFESSIONAL EXPERIENCE

RENTZ Electric, San Antonio, Texas

V.P. Project Management

Mar 2009-Current

- Manage 1 to 3 million of Electrical Construction projects simultaneously
 - Manage 1 to 3 project managers
 - Develop and build new client relationships
- Responsible for planning job start and status meetings
 - Reviewing contract documents, managing take-offs
 - Obtaining and maintaining plans and plan revisions
- Purchase material by obtaining quotes and evaluating various vendors
 - Obtaining and providing submittals to the customer
- Managing Change Orders and Requests for Information (RFI)

KST Electric

Project Manager

Sep 2008- Mar 2009

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BEC Electric, Inc. Warrenton, Va

President/Owner -2008

Promoted and directed development of my own business and implementing projects for said business. Using my 20 years plus years of experience in project management, quality control, and management experience.

- Identifying leads and following up with perspective clients
 - Using proven estimating and material cost
- Writing and submitting proposals to perspective clients
 - Provide leadership and direction to staff
 - Utilizing labor and materials
 - Secured over \$450,000.00 in credit for company
- Submittals, RFI's, RFP's, CO's and all required paperwork

E-TEC, INC., Chantilly, VA 2003 to 2008

Estimator/Project Manager

- Responsible for planning job start and status meetings
 - Reviewing contract documents, managing take-offs
 - Obtaining and maintaining plans and plan revisions
 - Purchase material by obtaining quotes and evaluating various vendors
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TECH 24, Alexandria, VA 1999 to 2003

Field Supervisor/Estimator

- Oversaw Field Techs-Scheduling
 - Estimating projects
- Designed a pricing book for field Techs
 - Pulled Permits as required
- Submittals, RFI's, RFP's, CO's and all required paperwork

SKILLS:

- Excel
- Access
- Microsoft Project
- Microsoft Office
- Estimating Programs;
- Accubid, McCormick, AutoCAD

INDUSTRY TRAINING:

- Understanding Field Profits (NECA) 1992
 - Total Quality Management 1996
 - Hiring and Firing Within the Law 1996
- Field Productivity Improvement (NECA) 1997
 - Accubid Software Training (2001)
- Accubid Estimating V4.0 (Advanced Product Training) 2004
 - Construction Law (ABC) 2005
 - McCormick Systems On-line Training 2007
 - Mike Holt 2008 NEC Update Seminar 2008

