

Jacey Brillhart

Civil Engineering/ Construction & Sales Management

1. Business Development-Revitalization
2. High Level Consultancy
3. Proficient- All Microsoft Products
4. Java/JavaScript
5. Depressurization- (Used in concert with thermal imaging to magnify your home's strengths and weaknesses and to aid in a custom-tailored solution for your home)
6. Cad/AutoCad
8. Completed several 90-180 Day Contracts- Launched 19 Construction/Sustainable Energy 'Start-up's'-- Successfully Redeveloped 11 businesses facing a Chapter 11.
9. Knowledgeable of damage assessment and the claims adjusting process.
10. * Experienced Project Manager- 11 Years of experience. creating and reviewing Xactimate estimates.
11. * Tech Savvy - Proficient with Microsoft Office and Google products).
12. Experienced in creating and reviewing Xactimate Estimates.
13. CRM Proficiency- Salesforce, LeadPerfection, Timberline, BidTracer, CoSential, PipeDrive, Nutshell, MarketSharp,
14. Participating Partner/Contractor APS/SRP, FSL
15. Worked with companies such as Sears, CostCo, Home Depot, Bass Pro Shops, BJ's Wholesale Club, Colorado Springs Children's Hospital, Phoenix Children's Hospital.

CORE COMPETENCIES

- Client Relations & Satisfaction
- BPI Certified/Energy Audits- Thermal Imaging (DPR)
- Innovative Marketing & Recruitment Strategies
- Lead Prospecting & Cold Calling
- Successfully trained hundreds in sales and marketing
- Product & Industry Knowledge

Professional Experience

01-2012-04/2017

Sustainable Applications, LLC

Tempe, Arizona

Owner & Managing Partner

- ☐ Recruited, Interviewed & Trained for all positions falling under the umbrella of the marketing, sales and installation departments.
- ☐ Wrote the employee handbook and scripts, objection handling for all positions.
- ☐ Facilitated and rekindled old partnerships with distributors and manufacturers.

- ☒ Brokered a large product sale with Bass Pro Shops, Corporate & their Mesa, Arizona location.
- ☒ Bartered to have the entire project filmed, edited and professionally made into a commercial to promote our brand and increase sales.
- ☒ Applied for and was approved and maintained a high rating on Arizona's utility rebate program that subsidizes project costs for consumers and allows for further profit for the business.

- ☒ Used my relationships and BPI Certification to get nearly half of all sales reps BPI Certified for free.
- ☒ Personally Sold 63 Straight Sales Appointments, All OneCall-Closes.

01-2010-12-2012

FJB Remodeling

Durham, North Carolina

President, Sales and Marketing

- Recruit telemarketers, canvassers, event personnel, and employees for BJ's wholesale club.
- Script writing for each position, train and implement each of the scripts for the given positions. ☐ Conduct 10 interviews, at minimum, daily.
- Assign the sales representatives to their given appointments, daily.
- Perform payroll on a weekly basis. (Quickbooks)
- Increased revenue to 200k on a monthly basis after only thirty days of employment.
- Article written and published in "Replacement Contractor's" magazine March 2010, for having the highest sales percentage in the United States.
- Filmed, edited and displayed videos on YouTube for marketing and sales purposes, before and after products were installed.

02-2006-11-2009

Tri State Of Branford

☒ **Branford, Connecticut**

VP, Marketing

- Staff, hire and train all positions in each aspect of the marketing department.
- Supervised and managed 60 employees daily.
- Wrote scripts for every position. (Telemarketing, Internet, Canvassing, Web Design, Home Shows, Print Card Program Etc.)
- Reduced marketing cost from 18% to 9.3% in two months, while increasing revenue.
- Designed and implemented a loan program that created 60k in net sales at a 2.2% marketing cost.
- Personally achieved the highest revenue per any individual in the state of Connecticut for a remodeling company. Averaged 200k individually from January 2009 to August 2009.

• JACEYBRILLHART@GMAIL.COM

886 COFCO CENTER CT. • PHOENIX, AZ, 85008 • 480-666-8069

- Assigned sales representatives to their daily appointments with, location and strength of the lead taken into full consideration in routing the sales representatives.
- Increased total daily number of leads from 9 to 20 daily, with canvassing making up 75% of the daily lead count.
- Interviewed and trained managers beneath me to develop and grow sales and marketing.
- Completed 14-30-60 and 90 day reviews for all employees; with the option of increasing or decreasing pay rates with unemployment liability taken into full consideration.
- Led Standing-Room-Only Presentations and training seminars.

Education

- 2002-2006 University of Akron Akron, Ohio
 - Bachelor of Science- Civil Engineering- 2006
 - Minor in Marketing- 2006
 - GPA 3.7
-