

Brian D. O'Connor

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Construction Project Manager

Accomplishments

- ♦ Initiated Cost Saving Standard Operating Procedures resulting in \$88,000 savings first year.
- ♦ Created significant new revenue stream by adding commercial clients in gaining 29.31% in first year
- ♦ Created brand new year round revenue stream with a retail garden center boosting sales by 15.38%
- ♦ Networked with other local contractors to gain several new commercial accounts each year.
- ♦ Recruited, trained, hired, coached, led & motivated 5 crews, totaling 25 laborers for 3.5 years
- ♦ Controlled budget, scheduling, materials, quality, safety standards and project estimates for clients
- ♦ Led the entire sales and marketing effort for the company from start up to \$1,383,000 in sales
- ♦ Assumed total responsibility for customer satisfaction, sales and marketing efforts from start up
- ♦ Created successful unique selling proposition for garden center: the uncommon and distinctive
- ♦ Promoted from salesman to Garden Center Manager ♦ Promoted to Operations Manager

Professional Experience

The O'Connor's Brothers Landscaping Service, Boston, MA 3/1998 – 5/2008
A mid-sized landscape business known for: The best looking lawns and top notch reliable service.
A successful retail garden center for the best in decorative plants, shrubs & trees not found elsewhere.

Operations Manager 12/2004 – 5/2008
Hired, Coached and Directed crew of 25, employing 5 separate crews of 5 lawn and garden specialists
Directed Sales, Marketing, Human Resources, Quality Control, Materials, Key Accounts & Budget
Exceeded goals on blue prints by teaming with General Contractors, Project Managers and Architects
Implemented Standard Operating Procedures to maximize safety, efficiency & cost controls for Company

Garden Center Manager 3/2001 – 12/2004
Produced Sales from Garden Center in excess of \$200,000 per year in both 03 & 04 from start up in 2001
Directed Entire Garden Center Project from start up, to add new retail revenue stream from existing land
Recruited, trained, hired, coached, disciplined, led & motivated all garden center sales staff from start
Managed: cost control, purchasing, customer satisfaction, inventory, display, promotions and sales

Landscaping Contract Sales 3/1998 – 3/2001
Met with clients gave estimates, used consultative selling techniques and client referrals to close sales
As one of two salesmen, took company from start up to 1,383,000 in sales ♦ Major Website Contributor
Single handedly led the entire sales and marketing effort ♦ Ensured client satisfaction was priority one

Education and Skills

B. A. Business Administration, Operations focus, Bridgewater State College, Bridgewater, MA 2004
♦ MS Office ♦ Intuit Quick Books ♦ Planning ♦ Cost estimating ♦ Budgeting ♦ American Institute of Architects billing ♦ Reading blue prints ♦ Quality Control ♦ Licensed Mass. Pesticide Applicator

