

## **Tim Rankin**

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### **Project Estimator / Manager or Sales Electrical/ General Construction**

Extensive experience contributing to operation and profits of design-build and electrical contractors through outstanding estimating, management, and electrical trade expertise. Accomplished and versatile professional with proven ability to direct diverse construction projects including cost estimating / bidding, budget control / cost containment, scheduling, and subcontractor / vendor identification and supervision. Recognized contributor with skill in guiding business operations and development to generate productive customer base that achieves impressive revenues and profits. Articulate and collaborative communicator, negotiator, and leader with talent for establishing lucrative, trustful relationships with customers, colleagues, subcontractors, and government officials and building strong, motivated multi-trade teams.

#### **CORE COMPETENCIES**

Project Estimating / Management • Electrical Trade Expertise • Business Operation / Development  
Profit Maximization • Sales / Branding • Multi-trade Team Building / Leadership • Design-Build  
Diverse Bidding Expertise • Problem Solving • Technology / Software • Field Operations

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#### **PROFESSIONAL EXPERIENCE**

##### **JAAAT Technical Service, Inc. Chester, VA – 2010 – Present**

**High – end industrial, commercial contractor that offers diverse services including design/build, engineering & general contracting services. Ninety five percent of the projects are directed to the federal government sectors. Our firm also is listed on the government MAATOC list as a General Contractor in the states of North Carolina, South Carolina & Georgia. Annual revenues of \$ 30Million**

**Present Position : Pre Construction Manager**

**In charge of business development / estimating /purchasing / buying / schedules /budgets / cost control / submittals.**

##### **ITAC CORPORATION, Chester, Virginia • 2005-2010**

High-end industrial, manufacturing, and commercial construction contractor that offers diverse services including engineering and design, project management, biofuel, and specialty services such fall prevention and power system. Annual revenues of \$10M.

##### **Project Manager / Estimator**

Charged with hands-on development and promotion of company's commercial section with broad accountability for diverse projects within federal government, academic, large retail, and airport sectors. Guide projects through entire life cycles including estimating / bidding, schedule and budget control, subcontractor identification / monitoring, contract administration, and site management. Expand client base through effective business development such as community outreach, sales, and relationship building with colleagues.

- Optimized company's operations and profits by expanding commercial section sales from \$200K to \$4M+ within 1<sup>st</sup> 6 months of arrival and eventually to \$10M annually.
- Demonstrated diverse expertise by effectively overseeing wide range of projects including commissary at Ft. Lee, Reserve Training facility at Ft. Story, Barksdale dormitory at William and

Mary College, lighting on four athletic fields at Virginia State University, and numerous Virginia Commonwealth University contracts such as lighting at both campuses.

- Enhanced company's reputation and success by directing very difficult 10-building project at A.P. Hill under auspices of U.S. Army Corps. of Engineers and completing \$5M high-end mixed-use development at West Broad Village at projected profit level.
- Responded to company's reliance on technology and computer-based tools by becoming proficient with various estimating and scheduling software.
- Improved company's position in lawsuit brought against general contractor in federal arbitration case by serving as sole witness. Company prevailed in lawsuit.

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### **HALL BROTHERS ELECTRICAL COMPANY, Colonial Heights, Virginia • 1994-2005**

Well established electrical contractor that provides services within variety of sectors including commercial, government contracting, and academic.

#### **Head of Estimating / Project Manager**

Directed estimating / bidding and construction and renovation operations for large retail commercial, school, airport, and military installation and other federal government contracting projects. Expanded client base through community outreach and marketing.

- Generated revenues and profits for company by increasing production volume from \$.5M to \$10M, expanding staffing levels from 6 to up to 120 field personnel. Enhanced company's presence in commercial contracting arena in Richmond area.
- Attracted multi-million contracts with Richmond International Airport, including control tower and parking area, for company that resulted in 5 years of steady work and profits even with challenge of security issues created after 9/11 tragedy.
- Promoted company as major player in regional construction marketplace through effective project estimating and productive relationship building with other electrical contractors, suppliers, general contractors, and major businesses.
- Built company's brand regionally by designing brochure used in marketing efforts throughout region. Brochure highlighted projects that had personally negotiated, bid, or designed.

#### **CAREER NOTE**

Additional positions as **Interim President** for SEECO, Incorporated; **Supervisor** for Colonial Mechanical; and **Electrician, Light Estimating & Assistant Project Manager** for Varina Electrical Company. Details upon request.

#### **EDUCATION / CERTIFICATION**

##### **Business Administration / Management**

Florida State University, Tallahassee, Florida

##### **Electrical Journeyman / Masters Certification**

Coursework at Richmond Technical Center and Apprenticeship

#### **COMPUTER SOFTWARE**

Microsoft Windows / Office Suite / Project • Paintbrush • Accubid • McCormick • Primavera