



# Daniel Nelson

419.555.5432 | [dnelson@nomail.com](mailto:dnelson@nomail.com)

Sylvania, Ohio | [My LinkedIn Profile](#)

## HVAC SALES & ACCOUNT MANAGEMENT

Commercial | Industrial | Technical | Fortune 500 and Government Accounts

A trust builder who delivers on promises...grows market share...boosts sales...retains accounts.

### CORE COMPETENCIES

B2B Sales • Relationship Building • Account Development • Supervision • Negotiation • Green Initiatives • Needs Assessment  
Sales Presentations • Value Proposition Development • Solution Selling • Budget Management • Contract Development

### PROFESSIONAL EXPERIENCE

**JOHNSON CONTROLS INC.** | Maumee, OH | A \$31.4B company that provides HVAC, fire, and security equipment sales and service.

#### **Account Manager—Construction Sales** (Promotion, 09/2019 – present)

Cultivate the sale of HVAC equipment and service to commercial construction contractors and engineering companies. Build relationships with prospects and manage 20+ accounts in Northwest Ohio representing \$3.2M in sales. Oversee prospecting, sales presentations, proposal development, closing, negotiation, and customer support.

- Increased construction sales by 11% in FY 2020.
- Re-built trust with a prospect who wouldn't take phone calls due to poor support and delivery from previous team. Secured place on list of approved vendors, with customer ultimately signing contract for a \$315K deal.

#### **Account Executive Owner** (11/2016 – 09/2019)

Managed sales, account management, and business development with customers that included **Owens Corning**, **Nestle**, **Nationwide Arena**, and the **U.S. Military**. Developed territory in Central Ohio representing \$2.75M. Built relationships with key decision-makers at customer companies. Managed contract development and negotiation with both civilian and government organizations.

- Won a \$1.2M contract with a major sports arena for the installation and service of new equipment.
- Captured market share from a competitor on a nationwide account, despite their corporate office practice of using a competitor. Provided a better value to beat the competition and close a \$620K deal.
- Reduced competitive influence by improving customer service and delivery through continuous follow-up and issue resolution.

**RG MECHANICAL, INC.** | Columbus, OH | HVAC and mechanical services contractor.**General Manager, Service Group** (05/2014 – 11/2016)

Supervised a team of 12 that included service technicians and sales representatives. Led projects at Ohio State University and 50 other commercial accounts. Managed sales and sales strategies for the service division. Trained sales representatives and developed sales proposals. Managed P&L, budget, billing, and AP/AR for a division generating \$3M in revenue.

- Grew service revenue from under \$1M to \$3.2M with an increase in margins.
- Expanded team by 50% to accommodate growth. Hired, trained, and coached the new employees.

**KIPPER LLC** | Columbus, OH | A commercial and industrial construction company.**Service Manager** (06/2004 – 05/2014)

Promoted from Service Technician

Led a team of 12 technicians who serviced equipment for major retailers such as Walmart, Sam's Club, and Kroger. Managed hiring, training, coaching, and disciplining to meet customer service objectives. Assisted construction department with installation and warranty service.

- Instrumental in landing the \$1.2M Verizon account based on relationship and trust built as a former employee.

**EARLY CAREER****EDWARDS ELECTRICAL & MECHANICAL | Service Technician/Installer/Field Supervisor**

Installed and serviced commercial HVAC, refrigeration equipment and systems.

**VERIZON/GTE | Building Services Supervisor**

Supervised over 30 employees at 200+ facilities. Managed all building related issues and vendor contracts.

**EDUCATION & TRAINING**

**BS in Mechanical Engineering** | Ohio State University | Marion, OH

**Associate Degree in Heating, Refrigeration & Air Conditioning** | Interstate Technical Institute | Ft. Wayne, IN

Universal Refrigeration Certificate

**COMPUTER SKILLS**

Microsoft Word, Excel, and Microsoft Teams  
Salesforce

**AFFILIATIONS**

American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE)  
Habitat for Humanity Volunteer