

Brandon C. Kinsey

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Profile:

Accomplished in architectural product sales with 21 years of experience. Skilled in presentations, product promotion, and providing detail & engineering assistance to architects and engineers. Develop new business with owners and construction managers. Consistently exceed sales expectations.

EDUCATION

EASTERN MICHIGAN UNIVERSITY, Ypsilanti, MI - Bachelor of Science, Construction Management

- Varsity letter winner, soccer
- Eastern Constructors Construction Management Club, President
- Dale Carnegie Course A-338, Public Speaking
- Residential Builders Training – Licensed Residential Builder State of Michigan, 2000-present
- NCI Building Systems Leadership Development Program, 2018

EXPERIENCE

1999-Present CENTRIA, Moon Twp. PA

District Sales Manager, 2001-present

- Effectively manage six high level dealer customers in three states
- Successfully hired four new dealers representing \$3.5 million in annual sales
- Terminated underperforming dealer
- Develop new relationships with prospective distribution partners
- Present a minimum of 25 Continuing Education Units annually to architects and contractors
- Maintain relationships with current distribution partners, owners, architects, and contractors
- Member of the Insulated Metal Panel product development team 2011-2013
- Sales Team Advisory Council member 2015-2018
- Generated \$120 million in sales since 2001
- Great Idea Award winner for Wider IW Series 2003
- Member, President's Club for outstanding sales, 14 years
- Number one in US Sales 2012, 2017
- Member of President's Circle of Excellence 2016, 2017
- NCI Building Systems Chairman's Sales Award for Exceptional Performance, 2016, 2017
- AIA Michigan Honor Award, Honorary Affiliate 2016

Architectural Sales Representative, 1999-2001

- Made promotional sales calls to architectural and engineering firms
- Assisted District Sales Manager with presentations and specifications
- Presented CEU presentations to architects, engineers, and contractors

1997-1998 W-3 Construction, Livonia, MI - Project Engineer

1996-1997 The Millgard Corporation, Livonia, MI - Construction *Intern*

PROFESSIONAL AFFILIATIONS

- AIA Toledo, Board of Directors, 2016 -2017
- AIA Michigan, Board of Directors, 2012 - 2017
- Michigan Architectural Foundation, Trustee, 2015-present

SKILLS Proficient in:

- Microsoft Office Suite & Lotus Notes
- Negotiations
- CRM
- Public Speaking
- Budget Estimating
- Creating AIA Presentations
- Specification writing
- Building Relationships & Notability

