

## **Michelle Altomare**

### **Chief Executive Officer**

Marken Marken Mechanical Services Inc.

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### **Executive Profile**

Michelle is Chief Executive Officer of Marken Mechanical Services Inc. having been a part of Marken Mechanical in 2000 and bought out majority shares on June 2015. She has established 20 years of mechanical industry leadership, financial expertise specializing in profit and loss, and executive management experience. Her strategic long term oversight paired with her attention to detail in capital allocation continues to pave a successful track record of profitability for Marken Mechanical.

### **President/CEO**

**April 1, 2000 – Present**

Michelle's duties at Marken Mechanical include the following:

- Create, implement and communicate the company's vision and mission.
- Review, approval and signing of all contracts
- Creating and implementing a long term strategic plan
- Overseeing the sales force and technicians
- Customer Relations including representing the company at all civic and professional events.
- Quality Assurance
- Vendor Relations
  - Overseeing all purchasing
- Managing the Profit and Loss of the company, including
  - Reviewing and approving the projects to ensure timely completion at or above the profitability targets assigned to each job
  - Balance Sheet management
  - Capital Allocation
  - Financial operations
  - Accounting
  - Cost Control
- Meetings with my staff in scheduling management of our customers HVAC equipment needs.
- Lead, guide direct all staff including hiring and scheduling
- Liaison to all signatory Unions

### **Affiliations / Memberships**

- Sheet Metal & Air Conditioning Contractors National Association (SMACNA)
- Building Owners & Managers Association (BOMA)
- Northern California Mechanical Contractors Association (MCA)
- Mechanical Contractors Association of America (MCAA)
- Signatory to Local Union 467, U.A Local 342, Local 38 and Sheet Metal Local Union 104