

Giovanni G. Javier

Business Executive Engineer

Marken Marken Mechanical Services Inc.

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Profile

Giovanni is our Business Development Engineer and liaison during procurement of new projects and client accounts. He brings years of Business Management and Leadership experience to Marken Mechanical coming from a Senior Project Management, Financial Advisory, and Regional Sales & Marketing background. His acute sense of business communication and development allows us to effectively position Marken Mechanical to take care of all existing and new clients' mechanical needs all around the San Francisco Bay Area.

Business Development Engineer

May 4, 2016-Present

Giovanni's duties at Marken Mechanical include the following:

- **Business Development**
 - Responsible for Marken Mechanical's success at deals and deployment
 - Act as Marken Mechanical's liaison during procurement of new and active projects
 - Develop and maintain good client relationship for the future growth of the company
 - Analyze potential and existing markets in order to identify business opportunities
 - Establish client relations and prepare presentations, paperwork, and proposals
 - Accomplish resourcing, budgeting, and problem solving activities of the company
 - Manage and analyze project data base to process each project though all milestones
- **Project Management**
 - Visit commercial buildings and document existing conditions and estimate projects
 - Prepare documents for bid and conduct bid analysis for subcontracted scopes
 - Prepare proposals including detailed costs estimates, scope of work, and value proposition
 - Coordinate the deployment of mechanics to assure quality and timely maintenance/repair
 - Clearly and effectively communicate progress or cost changes of projects with the team and clients
 - Generate contracts and ensure the financial health of the project
 - Manage the completion of the project
- **Sales and Marketing**
 - Develop and deploy strategic sales and marketing methods and procedures to secure new business
 - Create various sales tools to aid the progression of new business opportunities
 - Increase the recognition of the company through marketing campaigns
- **Media Relations**
 - Establish online presence through social media, company website, and marketing

Education

B.A. Degree in Sociology: Organizational Management, Minor in Psychology
University of California Davis, Davis, CA

June 2014