

Brett Aldridge

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Work experience

Operator

2019 - 2021

Pactiv Evergreen, LLC

Responsible for the operation of a multi machine production line through the management of 10+ employees in a factory setting. Made the necessary mechanical adjustments to effect high quality production of plastic products and while achieving maximum personnel efficiency.

General Manager

2017 - 2019

All Seasons Heating and AC LLC

Mange all daily sales and service operations of a highly profitable and well respected HVAC company in Western Maryland. While managing and mentoring a dynamic team, the business was able to achieve all time record growth in revenue and profit, while maintaining the highest of ethical standards.

- General Manager of a prominent HVAC business with an annual revenue of \$7.1M per year
- Implemented Sales Program that increased Residential revenue and product 108% over year to date
- Through effective management of 25+ HVAC professionals and office staff, increased maintenance contracts 50% year over year
- Developed and implemented Network Prospecting program which increased Commercial revenue profit \$150,000 per year
- Streamlined processes for residential sales on every contract, that created over \$142,000 increase profit over year to date
- Instituted first available finance program and platform for Residential HVAC contracts, resulting in an increase of 50% in Residential sales

Senior Project Manager

2000 - 2014

Specialized Engineering LLC

Specifically tasked with managing and maintaining the quality control and revenue stream of construction projects exceeding \$34M. Responsible for utilizing complex management and personnel development skills and best practices for maximum work place efficiency.

- Managed daily operations of over 35 projects in a high revenue environment with revenues in excess of \$263M.
- While managing construction projects and personnel in excess of 100 employees, was able to achieve an industry leading 90% efficiency rating in overall production, quality and control.
- Served as the primary representative for the owner of every construction project, often being tasked with managing revenues in excess of \$67M.
- Developed unique problem solving skills to help coordinate with engineers and other department managers to expeditiously meet goals and deadlines, and improve overall efficiency and effectiveness by 31%.

Inspection Team Manager

2006 - 2012

Potomac Engineers LLC

Primary quality control manager and inspector for a housing unit of the State of Maryland consisting of 256 occupational units along with supplying personnel management for more than 200 general construction contractors.

Certifications

HVAC Certification

Bosch Sales Certified

York Sales Certified

Hiel Sales Certified

WV/MD DOT Certified Inspector

Text section

- Managed all aspects and personnel of 6 projects with revenue responsibilities of more than \$1.2B.
- Coordinated with owner to implement a plan of management for all phases of structure construction and personnel management which led to savings in excess of 30% of total cost.
- Facilitated scheduling which was directly responsible for creating a 97% efficiency rating in deadline and quality assurance achievement.
- Developed interconnected, multiple department management strategy which enabled a level of conflict resolution that generated a net savings in excess of \$1M.

Education

EMT Certification	1998 - 1998
Shenandoah College	

GNA	1994 - 1994
Allegany College	

High School Diploma	1984 - 1988
Frankfort High School	

HVAC Certification	1988 - 1988
Keyser Vo-Tech	