

Kamin G. Horvath

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OBJECTIVE To expand on my experience and continue to grow my skillset in project management, sales, and technical knowledge in the mechanical contracting and HVAC industry.

EXPERIENCE *Business Development Manager* February 2022-Present
ABM, Alpharetta, GA

- Scouting, estimating, and selling mechanical contracting projects and maintenance agreements to commercial customers.
- In addition to core business, also assisted in selling other ABM units such as electrical, EV charging, and janitorial.
- Role includes growing new business as well as expanding offerings to existing ABM customers.

Assistant Project Manager February 2020-February 2022
Maxair Mechanical, Marietta, GA

- Selling, estimating, and managing mechanical contracting project as part of Direct for Owner (DFO) team.
- Primarily selling and running jobs directly for end clients, where Maxair is the general contractor.
- Responsible for managing projects from pre-construction to completion.
- Coordination of all parts of the job including equipment, labor, subcontractors, scheduling, permitting, and startup.
- Experience in working with contractors, clients, engineers, and manufacturers.

Technical Engineering Sales Support May 2015-February 2020
James M. Pleasants Co., Peachtree Corners, GA

- Duties included sizing hydronic equipment for engineers, and performing mechanical takeoffs and quotes for contractors.
- Responsible for assembling and pricing the majority of design build and plan and spec projects for Georgia territory.
- Scope of successful proposals ranged up to several million dollars worth of material.

EDUCATION *B.Sc., Mechanical Engineering* May 2015
Virginia Tech, Blacksburg, VA

- Designed, constructed, and tested a portable dental chair as part of a senior design group project, coordinating with the University at Buffalo School of Dental Medicine's community outreach program.