

# JAMES M. MORAN

## SKILLS

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Conflict Resolution  
Relationship Building

Sales Forecasting  
Prospecting

Estimating  
Team Selling

## PROFESSIONAL EXPERIENCE

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1/2013 – Present Milwaukee Soccer Development Group Milwaukee, WI

### ***Founder***

- Increase interest and participation in the game of soccer in the Milwaukee area, particularly among its youth.
- Organize soccer events in the Milwaukee area that will pursue its mission by working to increase the availability of quality soccer equipment, facilities and instruction, as well as opportunities to watch and play soccer in the City of Milwaukee.

10/2011 – Present J.F. Ahern Co. Milwaukee, WI

### ***Fire Protection Consultant***

- Develops sales proposals, estimates, specifications and presentations and works with operations, finance, legal and other inside and outside resources as needed to obtain the sale.
- Prepares accurate and thorough sales activity reports, forecast reports and expense tracking.
- Follows through on sold projects to ensure satisfactory completion and smooth sales to operations turnover.
- Assists in resolving installation, collections and other customer satisfaction issues as needed.
- Assists customers and potential customers with problems involving the use of company products, services and recommends suitable resolutions.
- Participates in civic and professional organizations: Wisconsin Healthcare Engineers Association, WI Fire Inspectors, workshops, and seminars.

12/2009 – 10/2011 Engineered Security Solutions New Berlin, WI

### ***Business Development Manager***

- Served as the BDM in the Milwaukee and Madison offices responsible for growing the fire and security base in the region.

12/2005 – 11/2009 Siemens, Inc. Milwaukee, WI

### ***Senior Account Executive: Service Sales***

- Served as senior sales executive in the Wisconsin service department for the Building Technologies division. Prospected and sold specialized products and services in: Fire Protection, Security, Mechanical, Energy and Building Automation. Worked with end-users of various vertical markets such as, Healthcare, Bio-Tech, Higher-Ed, K12, Industrial, and Government.
- Doubled Wisconsin fire protection service agreement base and found various leads for colleagues and strategic partners.

12/2003 – 12/2005 Johnson Controls, Inc. Madison, WI

### ***Account Executive: Service Sales***

- Responsible for renewing and increasing scope of existing (Mechanical and BAS) service agreements.
- Increased customer satisfaction levels.

#### EDUCATION

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1999 - 2003      Milwaukee School of Engineering                      Milwaukee, WI

- Bachelor of Science: Architectural Engineering, Building Energy Systems

1997 - 1999      Milwaukee Area Technical College                      Oak Creek, WI

- Associates Degree: Heating/Ventilating Air Conditioning/Refrigeration