

Jose L. Diaz

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SUMMARY

I am a US NAVY Veteran with over 22 Years of experience as a proven Sales Executive and Leader. I am looking for a stable, progressive company with people I respect and enjoy working with who appreciate integrity and strong work ethic. My established reputation of quality performance, strong communication, problem solving, and management has enabled me to foster strong customer relationships, and high-end clients, which in turn assist me to quickly achieve high sales quotas. My effective time and resource management skills allow me to successfully market products and services to various types of businesses, and my strong presentation skills exhibit my ability to train and present in any environment.

EXPERIENCE

SIEMENS

May 2019 – June 2020

Mechanical Services Sales Executive

Account Executive tasked with the growth of the HVAC Mechanical Services maintenance base and Project Sales.

- Responsible for 20% growth in HVAC Maintenance Base growth in one year.
- Cross trained and sold Automation Maintenance Services.

PSF Mechanical

May 2014 – December 2018

Business Development Leader South Puget Sound

Territorial Manager tasked with the Business Development of PSF Mechanicals growth in the South Puget Sound.

- Provided the leadership and management to open a new office operation for PSF Mechanical in Tacoma, WA. Including the identification of the new location to managing the logistics needed for such an undertaking, with minimal supervision.
- Responsible for expanding PSF Mechanicals visibility within the Healthcare Vertical Market to include (8) hospitals under HVAC Maintenance Agreement.
- Responsible for leveraging client relationships resulting in the sale of multi-million dollar Special Project and Tenant Improvement sales.

McKinstry, Co

May 2010 – April 2014

Account Manager

Territorial Manager tasked with the Business Development of McKinstry Facility Services in the South Puget Sound. As a Senior Account Manager, mentored junior account managers and executives in Prospecting, Presenting and Closing Sales within numerous Vertical Markets.

- Focusing on managing customer acquisition, retention and cross sales of facility services.
- Consistently maintained a branch growth rate of between 10 – 15% annually for the past (3) years.

MacDonald-Miller Facility Solutions

October 1998 - October 2009

Account Manager

Account Manager assigned with the responsibility to cultivate and grow the HVAC Maintenance Service Base. Delivered sales presentations and training to a diverse clientele of property managers, building engineers, and building owners in numerous vertical markets such as Health Care, Education, Government, and Financial Institutions.

- Top three or better producing account manager for HVAC Maintenance Sales for six of the past seven years.
 - Effectively held maintenance agreement cancellation rates below 7%.
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EDUCATION

Southern Illinois University, Carbondale, Illinois
Bachelor of Science. Vocational Education

1998

AFFILIATIONS

State Board of Director member with Washington State Society of Hospital Engineers (WSSHE). Representing healthcare providers and engineering staffs. Board of Director member with International Facility Managers Association (IFMA). Representing facility managers.