

DAVID L. KUYKENDOLL
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PROFESSIONAL PROFILE:

An accomplished professional with 30 years of experience in electrical engineering, project management, sales, marketing, professional supervision, industrial construction, healthcare, mission critical (data centers), HVAC/fire alarm markets and Six Sigma quality certified. Retired Military Officer of the United States Army Reserve.

PROFESSIONAL SUMMARY:

01/23 – Present MillDoll Accelerated Growth Consultants (AGC) www.milldoll.com
Managing Partner

- **MillDoll Accelerated Growth Consultants** is a company established through a combination of two individual companies with principals having over 50 years of corporate experience in Construction and Service in Sales, Operations & Management. The principals have been leaders in the building technology space to include BAS, HVAC, Fire & Security. Throughout their corporate careers, the principals have been influential in leadership roles for intercompany minority centric organizations. They have found their passion in assisting with the growth and development of small minority businesses. MillDoll uses an extensive network and diligent actions to drive results on behalf of their client partners.
- MillDoll-AGC coaches and educate subcontractor on Quality control and to be a part of quality assurance programs, which is integrated into all project and departments that assure upper-level management, customers, and government inspectors that products meet all quality requirements and safety standards. There are several methods quality control uses to communicate and track inspections and issues.

08/19 – 09/22 Johnson Controls (JCI) www.johnsoncontrols.com
Account & Business Development Executive- Life Safety Division, North America

- Developed partnering relationships with Contractors, design build contractors and light commercial contractors primarily in the commercial midmarket building space to grow relationships, namely with key decision makers, and earns preferred partner status across our entire line card of HVAC Systems offerings.
- Maintained frequent contact (through face-to-face contact when appropriate, telephone and virtual meetings) with the customers who most directly influence account penetration. Actively listens, probes, identifies and addresses concerns.
- Responsible for Project Development and Pre-Construction related to low voltage IP based systems, including DAS, Wi-Fi, digital signage, passenger information systems, and SCADA integration.
- Developed relationships with internal support, operations, and administrative staff to ensure customer satisfaction, and quickly addresses issues.
- Trained and mentored inside sales team to drive customer satisfaction.

- Worked directly with the CSS (Commercial Systems Specialist) in the market to have the CSS assist in obtaining Basis of Design, support customer meetings, and jobs site reviews to gain even more credibility with the customer.

**10/18 - 08/19 Simply eConnect (SeC), www.simplyeconnect.com
Consultant-Business Development**

- Responsible for the development and growth of the startup.
- Contacting potential clients to establish rapport and arrange meetings.
- Planning and overseeing new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Attending conferences, meetings, and industry events.
- Developing quotes and proposals for clients.
- Developing goals for the development team and business growth and ensuring they are met.
- Training personnel and helping team members develop their skills.

**10/16 - 06/18 TAS Energy (TAS), www.tas.com
Director-Eastern Region Sales Commercial Business**

- Managed and grew business in strategic processes and for Fortune 1000 customers.
- Worked with large and complex customers,
- Grew vertical markets: Data Centers, Healthcare, and Casino Gaming- (*Indian/Commercial*), Government, Office Building, Automotive, Churches, Education and Distilleries.
- Maintained both a sales and technical background that enables successful relationships from the CEO to the operator level.
- Maintained active account management engagements with customers and prospects as well as consistently meet and exceed sales quotas.
- Traveled Eastern region to manage independent Sales Representative and to promote the sales of TAS Energy products and services.
- Managed Profit and Loss (P&L) and growth challenge of 20% year over year.

**10/13 - 09/16 General Electric, (GE) www.gepower.com
Life Cycle / Cyber Security Sales Manager**

- Responsible for driving the growth of Control Solutions Aftermarket offerings in the (Southern) region through development and execution of region Aftermarket growth playbook
- Coordinated regional inside selling activities with Controls Aftermarket Inside Sales Manager to ensure maximum market penetration and steady flow of orders
- Worked with Controls Aftermarket CS Channel Sales Manager, select target customers, set deal strategy and develop the opportunity for CSA customers
- Identified upgraded and control platform migration opportunities and communicate to region sales team members
- Provided Voice of Customer (VOC) and market back data to Sales, Commercial and Product Line Leadership
- Managed sales input for region related growth playbook (SI/II) planning and forecasting for Aftermarket offerings (GE)

10/06 - 09/13 Turbine Air Systems (TAS) www.tas.com

Sales Director - Commercial Market

- Managed a Sales Team of 12 that sold energy solutions in the Data Center, Healthcare, Gaming

Government, Office Building, Automotive, Churches, Higher Education and Distilleries.

- Project Schedule Reduction of 30% to 40%
- Responsible for rebuilding sales team and redirecting market focus into new market spaces for
- Worked to add Water and Gas products to the portfolio in an attempt to better diversify away from the traditional coal power business as well as move into new market sectors
- Working closely with sales management and account executives to develop targeted contact lists, call strategies, and messaging to drive opportunities.
- Managing inbound leads in a timely fashion, qualifying prospects, and scheduling qualified meeting aligned to a geographic territory.
- Utilizing a consistent contact attempt process to follow-up, nurture, and qualify leads generated by sales and marketing campaigns.
- Managing, tracking, and reporting on all sales activities and results using Salesforce and other relevant sales tools.
- Achieving monthly and quarterly quotas.
- Maintaining in-depth knowledge of our products, industry trends, and our competition.

10/86 – 10/06 General Electric (GE) www.gepower.com

- *Director of Service – Optimization Services* - Bentley Nevada – Houston, TX
- *Southwest Region Service Manager, Optimization* - TX and LA
- *Project Manager, Power Systems* - Atlanta, GA
- *Contract Proposal Manager* - Atlanta, GA.
- *Medical Systems* - Austin, TX
- *Medical Service Manager* - Austin, TX
- *Appliances Division* - Atlanta, GA
- *Service Development Manager* – Atlanta, GA
- *Appliances Division* - Bloomington, IN
- *Manufacturing Engineering Manager* - Bloomington, IN.
- *Appliances Division* - Decatur, AL
- *Business Team Leader* - Decatur, AL
- *Appliances Division* - Memphis, TN
- *Zone Parts Distribution Manager* - Memphis, TN

MILITARY: U.S. Army Reserve, Major (Promotable) (Retired)

- ❖ **Training and Operation Officer,**
- ❖ **Personnel Administration Officer,**
- ❖ **General's Aide de Camp (Desert Storm)**
- ❖ **Company Commander**

Commander of Combat Medical Unit - 380 Soldiers (Doctors, Nurses, Field Medics)

Desert Storm Veteran - Army Bronze Star - Army Air Medal - Army Commendation Medal

EDUCATION:

General Electric (GE), Corporate - Management Leadership Programs

Project Management Institute - Candidate for PMP Certification

Keller Graduate School of Management - MBA – Marketing / Project Management - Houston, TX

University of Georgia - MBA – Marketing - Athens, GA

Memphis State University - Bachelor of Science in Electrical Engineering - Memphis, TN

State Technical Institute - Associate of Applied Science Electronic Technology - Memphis, TN