

Top Senior Leadership & Technical Talent

Curated by WoodJobs – A Division of National Search Group

★ Candidate ID: WP229549 – Project Manager

Why This Candidate Stands Out

With extensive experience managing high-value architectural millwork projects, this candidate oversees multiple commercial projects simultaneously while maintaining direct P&L responsibility. Their expertise in value engineering, financial management, and subcontractor coordination has consistently improved profitability and ensured successful project execution across large-scale construction environments.

Key Highlights:

- Manages 5–6 concurrent commercial projects
- Direct P&L ownership and financial oversight
- Architectural millwork, casework, countertops, and solid surface expertise
- Commercial projects valued between \$15M–\$20M
- Vendor and subcontractor management across multiple states
- Strong contract administration and change order management
- Expertise in healthcare, hospitality, casinos, sports arenas, and luxury residential projects

Scope of Expertise:

Project Management, Architectural Millwork, Commercial Construction, Value Engineering, P&L Management, Vendor Management, Contract Administration, Cost Control, Project Scheduling, Commercial Casework.

Tools & Systems:

Bluebeam, Procore, Microvellum, AutoCAD 2D, Primavera, Sage, Microsoft Office.

Executive Summary:

An accomplished Project Manager with extensive experience leading large-scale architectural millwork projects. Combines financial management, operational leadership, and strong client coordination skills to consistently deliver profitable, high-quality commercial projects.

Ideal For:

Architectural millwork manufacturers, commercial contractors, or casework companies seeking an experienced Project Manager for large commercial projects.

★ Candidate ID: EA271608 – Project Manager / Project Superintendent

Why This Candidate Stands Out

This candidate has successfully led complex nationwide commercial construction projects while delivering significant business growth through hands-on project execution and field leadership. Their expertise spans custom millwork, engineering coordination, installation management, and high-end retail and hospitality construction.

Key Highlights:

- Successfully grew a key client account from \$100K to \$2.5M
- Managed projects valued up to \$850K simultaneously
- Led multiple Project Managers and installation teams nationwide
- Extensive high-end retail, restaurant, hospitality, and residential experience
- Strong field measurement and engineering coordination
- Broad knowledge of premium materials and custom millwork
- ICC Certified Building Inspector I

Scope of Expertise:

Project Management, Project Supervision, Architectural Millwork, Commercial Construction, Field Coordination, Engineering Support, Installation Management, High-End Retail Construction, Hospitality Projects, AWI Standards.

Tools & Systems:

AutoCAD 2D, Autodesk, SolidWorks, Bluebeam, Adobe PDF, Blender, Microsoft Office, Google Workspace.

Executive Summary:

A results-oriented Project Manager with nationwide experience leading complex architectural millwork and commercial construction projects. Brings strong technical expertise, field leadership, and operational coordination from project kickoff through final installation.

Ideal For:

Commercial millwork companies seeking an experienced Project Manager or Superintendent capable of managing large, multi-state construction projects.

★ Candidate ID: WP1129221120 – Project Manager / Lead Designer

Why This Candidate Stands Out

With more than 20 years of experience in architectural millwork and custom woodworking, this candidate combines advanced design expertise with project management and production leadership. Their background includes luxury residential, institutional, and commercial projects while leading multidisciplinary teams and improving engineering workflows through value-driven design solutions.

Key Highlights:

- 20+ years of design and project leadership experience
- Extensive architectural millwork and custom cabinetry expertise
- Luxury residential and commercial project experience
- Managed projects valued up to \$30M
- Team leadership across design, drafting, and production
- Strong value engineering and material optimization

Scope of Expertise:

Project Management, Lead Design, Architectural Millwork, Custom Cabinetry, Commercial Millwork, Luxury Residential Construction, Value Engineering, Production Engineering, Shop Drawings, Team Leadership.

Tools & Systems:

AutoCAD 2D/3D, SketchUp, Revit, Bluebeam, Procore, Cabinet Vision, Adobe Creative Suite.

Executive Summary:

An experienced Project Manager and Lead Designer with extensive expertise in architectural millwork and luxury construction. Combines technical design excellence with leadership skills to consistently deliver complex projects on schedule while improving production efficiency.

Ideal For:

Architectural millwork manufacturers, custom cabinetry firms, or commercial woodworking companies seeking a senior design and project management professional.

★ Candidate ID: RA248090 – Outside Sales / Sales Manager

Why This Candidate Stands Out

A highly accomplished sales professional with a proven history of generating significant annual revenue while expanding dealer and distribution networks across the building materials industry. Their consultative sales approach, combined with strong territory development and leadership experience, has consistently driven long-term customer relationships and business growth.

Key Highlights:

- Generates approximately \$5M in annual sales
- Maintains an average 35% gross profit margin
- Extensive dealer, distributor, and lumberyard sales experience
- Strong business development through cold outreach and relationship building
- Managed teams of up to 50 employees
- Experienced supporting residential construction and remodeling markets
- Strong cross-functional collaboration between sales and operations

Scope of Expertise:

Outside Sales, Territory Management, Business Development, Dealer Sales, Distribution Sales, Customer Relationship Management, Sales Leadership, Building Materials, Lumber Industry, Account Development.

Tools & Systems:

Power BI, Microsoft Office Suite, Microsoft Teams, Excel, Internal CRM & Sales Systems.

Executive Summary:

A results-driven sales leader with extensive experience growing territories, developing dealer networks, and driving profitable revenue growth. Combines strong relationship-building skills with operational leadership to deliver consistent business performance.

Ideal For:

Lumberyards, building material manufacturers, millwork suppliers, and wood product companies seeking an experienced Territory Sales Manager or Regional Sales professional.

★ Candidate ID:RA264492 – Moulder Operator / Production Manager

Why This Candidate Stands Out

With more than two decades of hands-on woodworking manufacturing experience, this candidate combines technical expertise with production leadership to improve efficiency, reduce downtime, and maintain high-quality manufacturing standards. Their process improvements have significantly reduced machine setup times while increasing operational productivity.

Key Highlights:

- 20+ years of moulder operation experience
- Led production teams and operator development
- Reduced moulder changeover time from **1 hour to approximately 5 minutes**
- Extensive preventive maintenance and troubleshooting experience
- Expert in knife grinding, machine setup, calibration, and quality inspections
- Strong background with Weinig moulders and industrial woodworking equipment
- Focused on continuous improvement and production efficiency

Scope of Expertise:

Production Management, Moulder Operations, Wood Manufacturing, Process Improvement, Preventive Maintenance, Quality Control, Machine Setup, Production Leadership, Tooling, Lean Manufacturing.

Tools & Systems:

Epicor ERP, Weinig Moulders, Industrial Woodworking Equipment.

Executive Summary:

An experienced production leader with extensive expertise in moulding operations, equipment maintenance, and manufacturing process improvement. Delivers increased productivity through technical knowledge, operator training, and continuous improvement initiatives.

Ideal For:

Wood moulding manufacturers, millwork companies, and woodworking facilities seeking an experienced Production Manager or Lead Moulder Operator.

★ Candidate ID: RA278313 – Drafter / Engineer

Why This Candidate Stands Out

A detail-oriented engineering professional specializing in architectural millwork and custom cabinetry design. This candidate consistently delivers accurate production-ready drawings while improving engineering workflows and minimizing manufacturing rework through strong collaboration with production teams.

Key Highlights:

- Produces 4–5 engineering packages per week
- Specialized in custom residential cabinetry and architectural millwork
- Maintains a very low 2–5% rework rate
- Experienced supporting CNC-ready production
- Improved Cabinet Vision programming and engineering workflows
- Strong collaboration between engineering and manufacturing teams
- Previous leadership experience managing technical teams

Scope of Expertise:

Millwork Engineering, Drafting, Cabinet Engineering, Production Drawings, Custom Cabinetry, CNC Manufacturing Support, Architectural Millwork, Engineering Documentation, Process Improvement, Design Engineering.

Tools & Systems:

Cabinet Vision, AutoCAD, Microsoft Office.

Executive Summary:

An experienced Drafter and Engineer specializing in architectural millwork and custom cabinetry. Combines technical accuracy with manufacturing expertise to produce efficient, production-ready engineering packages while supporting continuous process improvement.

Ideal For:

Architectural millwork manufacturers, cabinet manufacturers, and woodworking companies seeking a skilled Design Engineer or Cabinet Vision Engineer.

★ Candidate ID: RB260443 – Outside Sales / Territory Manager / Regional Manager / Director of Sales / Business Development

Why This Candidate Stands Out

A high-performing sales and operations leader with extensive experience driving revenue growth across the flooring and building products industry. Their background includes managing multi-location operations, improving customer retention, and leading sales transformation initiatives while building long-term partnerships across commercial and residential markets.

Key Highlights:

- Supported commercial (60–70%) and residential (30–40%) flooring projects
- Managed operations supporting 21 retail locations
- Contributed to annual revenues between \$54M–\$70M
- Achieved a 78% Pro Sales customer retention rate
- Led sales transformation and operational improvement initiatives
- Strong expertise in forecasting, compliance, and business analytics
- Extensive experience across hardwood, laminate, vinyl, tile, and flooring products



Scope of Expertise:

Sales Leadership, Territory Management, Regional Sales, Business Development, Flooring Industry, Customer Relationship Management, Operations Management, Forecasting, Retail Operations, Strategic Account Development.

Tools & Systems:

Salesforce, SAP, NetSuite, Snowflake, Microsoft Office Suite.

Executive Summary:

A results-oriented sales and operations executive with extensive experience leading multi-location sales initiatives and driving revenue growth within the flooring and building materials industry. Combines commercial expertise with operational leadership to improve customer retention and business performance.

Ideal For:

Flooring manufacturers, building material distributors, wood product companies, and organizations seeking a Regional Sales Manager, Director of Sales, or Business Development leader.

★ Candidate ID: VIP231269 – Sales Manager / Sales Product Manager / Territory Manager / Regional Sales Manager

Why This Candidate Stands Out

An accomplished sales professional with over 20 years of experience developing OEM, dealer, and distributor relationships across the woodworking, cabinet manufacturing, and furniture industries. Their expertise in product strategy, customer retention, and market expansion has consistently delivered long-term sales growth and profitable partnerships.

Key Highlights:

- 20+ years of woodworking and hardware sales experience
- Generates more than \$2M in annual sales
- Extensive OEM, dealer, and distribution network experience
- Successfully launched new products and expanded key accounts
- Expertise in pricing strategy and profitability analysis
- Strong customer retention through supply chain challenges
- Experience recruiting, coaching, and developing sales teams

Scope of Expertise:

Sales Management, Territory Management, OEM Sales, Distribution Sales, Cabinet Hardware, Furniture Components, Product Management, Business Development, Strategic Account Management, Regional Sales.

Tools & Systems:

Salesforce, Power BI, Sales-i, Microsoft Excel, Word, Outlook, Microsoft Teams.

Executive Summary:

An experienced sales leader with a proven ability to grow market share, strengthen customer relationships, and expand distribution networks throughout the woodworking industry. Combines strategic sales leadership with deep product knowledge to deliver consistent business growth.

Ideal For:

Wood component manufacturers, cabinet hardware suppliers, furniture manufacturers, OEM suppliers, and woodworking distribution companies seeking a Regional Sales Manager or Sales Director.

★ Candidate ID: RA252521 – Sales Manager / Territory Manager

Why This Candidate Stands Out

A building materials sales professional with a strong history of driving multimillion-dollar revenue growth while developing new markets and expanding strategic customer relationships. Their consultative sales approach and expertise in complete building material packages have consistently resulted in high close rates and long-term customer success.

Key Highlights:

- Drives \$50M–\$60M in annual sales
- Built a new multifamily portfolio projected to reach \$30M
- Achieves approximately 80% close rates
- Extensive experience selling complete building material packages
- Managed projects ranging from \$1.5M–\$6M
- Strong contract negotiation and customer relationship management
- Extensive Southeast territory experience

Scope of Expertise:

Territory Sales, Building Materials Sales, Business Development, Multifamily Construction, Residential Construction, Strategic Account Management, Estimating, Contract Negotiation, Customer Relationship Management, Sales Leadership.

Tools & Systems:

Procore, BuildingConnected, Microsoft Office Suite, LEED knowledge.

Executive Summary:

A proven Territory Sales Manager with extensive experience driving multimillion-dollar sales growth across the building materials industry. Brings strong business development skills, strategic account management experience, and a consistent record of delivering revenue growth.

Ideal For:

Building material manufacturers, lumber suppliers, construction product distributors, and wood product organizations seeking an experienced Territory Manager or Sales Manager.