

## Top Senior Leadership & Technical Talent

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### ★ Candidate ID: RA278356 – Field Superintendent

#### Why This Candidate Stands Out

An experienced millwork and cabinetry professional with a strong background leading installation teams across residential and commercial projects. This candidate excels at coordinating field operations, maintaining project schedules, and ensuring quality installations while fostering collaboration between production, design, and project management teams.

#### Key Highlights:

- Extensive experience managing residential and commercial millwork installations
- Oversees multiple six-figure projects simultaneously
- Led teams of up to 10 installers and designers
- Expertise in architectural millwork, cabinetry, closets, vanities, and office furniture
- Strong field coordination and quality control experience
- Proficient in blueprint interpretation and fabrication drawings
- Familiar with AWI standards and daily project reporting

#### Scope of Expertise:

Field Supervision, Millwork Installation, Cabinetry, Architectural Millwork, Project Coordination, Installation Management, Team Leadership, Quality Assurance, Commercial Construction, Residential Construction.

#### Tools & Systems:

Mozaik, Cabinet Vision, Blueprint Interpretation, AWI Standards.

#### Executive Summary:

A skilled Field Superintendent with extensive experience managing installation teams and coordinating custom millwork projects from field execution through completion. Combines strong leadership with technical expertise to deliver projects on time while maintaining exceptional workmanship.

## **Ideal For:**

Architectural millwork companies, commercial contractors, cabinetry manufacturers, and installation firms seeking an experienced Field Superintendent or Installation Manager.

## **Candidate ID: RA278400 – Sales Manager / Outside Sales**

### **Why This Candidate Stands Out**

A successful woodworking sales professional with over 15 years of industry experience building customer relationships and growing businesses across residential and commercial woodworking markets. Their entrepreneurial background and consultative sales approach have consistently generated strong revenue growth and long-term customer loyalty.

### **Key Highlights:**

- 15+ years of woodworking sales experience
- Built and successfully grew a woodworking business
- Approximately 80% close rate on qualified opportunities
- Generated \$1.2–\$1.3M in sales over recent years
- Added approximately five new customers each month
- Strong repeat business and customer retention
- Expertise in AI-driven marketing and modern lead generation

### **Scope of Expertise:**

Outside Sales, Business Development, Woodworking Sales, Custom Cabinetry, Commercial Millwork, Customer Relationship Management, Territory Development, Consultative Selling, Sales Strategy, Market Expansion.

### **Tools & Systems:**

AI Marketing Tools, Social Media Marketing Platforms, CRM Systems, Customer Automation Tools.

### **Executive Summary:**

An accomplished Sales Manager with extensive woodworking industry experience and a proven ability to build profitable customer relationships. Combines entrepreneurial thinking with consultative selling strategies to consistently drive revenue growth and market expansion.

## **Ideal For:**

Cabinet manufacturers, millwork companies, woodworking distributors, and building product manufacturers seeking an experienced Sales Manager or Territory Sales professional.

## **Candidate ID: AA240726 – Drafter / Project Manager**

### **Why This Candidate Stands Out**

A highly versatile project management and engineering professional with extensive experience leading architectural millwork, custom stair, and multi-family construction projects. Their background combines drafting, production coordination, procurement, and field leadership to successfully deliver complex commercial projects from planning through installation.

### **Key Highlights:**

- Managed custom staircase projects exceeding \$500K
- Oversaw multi-family millwork projects up to \$1.2M
- Completes 5-8 staircase projects monthly
- Strong production, procurement, and installation coordination
- Led implementation of STRUMIS MRP system
- Managed installation and shop teams
- Extensive AWI, OSHA, CNC, and fabrication knowledge

### **Scope of Expertise:**

Project Management, Drafting, Architectural Millwork, Custom Stair Systems, Production Coordination, Procurement, Engineering Support, Installation Management, CNC Manufacturing, Commercial Construction.

### **Tools & Systems:**

AutoCAD, Cabinet Vision, STRUMIS MRP, CNC (HOMAG & BIESSE), AWI Standards, OSHA Standards.

## Executive Summary:

An experienced Drafter and Project Manager with strong expertise in architectural millwork and custom stair manufacturing. Combines engineering knowledge, production leadership, and field coordination to deliver complex projects efficiently while maintaining quality and schedule requirements.

## Ideal For:

Architectural millwork manufacturers, custom stair companies, commercial contractors, and woodworking firms seeking an experienced Project Manager or Engineering professional.

## ★ Candidate ID: EA270337 – Casework Drafter

### Why This Candidate Stands Out

A highly productive Casework Drafter with extensive experience creating production-ready shop drawings for large-scale architectural woodwork and commercial casework projects. Their ability to manage multiple projects simultaneously while maintaining high accuracy and meeting aggressive deadlines makes them a valuable asset for fast-paced manufacturing environments.

### Key Highlights:

- Manages up to 10 active drafting projects per month
- 85% commercial and multi-unit residential project experience
- Expertise in architectural millwork, cabinetry, and casework
- Successfully completed drafting for a \$300K+, 400-unit development
- Strong value engineering and material optimization skills
- Consistently delivers projects ahead of schedule
- Extensive production-ready shop drawing experience

### Scope of Expertise:

Casework Drafting, Architectural Millwork, Shop Drawings, Production Engineering, Commercial Cabinetry, Custom Cabinetry, Value Engineering, Blueprint Interpretation, Production Documentation, Drafting Coordination.

## Tools & Systems:

AutoCAD 2D, Revit, SketchUp, Bluebeam, Microsoft Excel.

## Executive Summary:

A detail-oriented Casework Drafter with extensive experience supporting high-volume commercial millwork projects. Combines technical drafting expertise with efficient workflow management to produce accurate, production-ready drawings while meeting demanding project timelines.

## Ideal For:

Architectural millwork manufacturers, commercial cabinetry companies, and woodworking firms seeking an experienced Casework Drafter or Millwork Detailer.

# ★ Candidate ID: EA278362 – Senior Project Manager / Director of Operations

## Why This Candidate Stands Out

An accomplished operations leader with extensive experience managing large commercial and residential millwork projects while maintaining full P&L responsibility. Their expertise in executive collaboration, financial management, and cross-functional leadership has consistently improved profitability and project execution across diverse construction sectors.

## Key Highlights:

- Manages 8–10 concurrent commercial and residential projects
- Full P&L ownership and budget management
- Extensive healthcare, hospitality, government, and commercial experience
- Strong executive-level communication with CEOs, CFOs, and COOs
- Expertise in AWI-standard millwork and casework
- Extensive subcontractor and general contractor coordination
- Proven success improving project profitability through value engineering

### **Scope of Expertise:**

Project Management, Operations Management, P&L Management, Architectural Millwork, Commercial Construction, Executive Leadership, Budget Management, Contract Administration, Cross-Functional Leadership, Project Delivery.

### **Tools & Systems:**

AutoCAD 2D, Innergy ERP, Bluebeam, Asana, Adobe Photoshop, Google Workspace, Microsoft Excel.

### **Executive Summary:**

A highly experienced Senior Project Manager and Operations Director with extensive expertise leading complex commercial millwork projects. Combines operational leadership, financial management, and strong client relationships to consistently deliver profitable, high-quality projects.

### **Ideal For:**

Architectural millwork firms, commercial contractors, casework manufacturers, and construction companies seeking a Senior Project Manager, Operations Director, or Executive Project Leader.

## ★ Candidate ID: EA278401 – Project Engineer / Engineering Manager / Design Engineer

### Why This Candidate Stands Out

An accomplished engineering leader with extensive experience delivering large-scale commercial millwork projects while improving manufacturing quality and efficiency. Their expertise in value engineering, CNC manufacturing, and product design has significantly reduced production rework while supporting profitable project execution.

### Key Highlights:

- Led quality initiatives reducing manufacturing rework by 26%
- Managed commercial projects exceeding \$1.5M
- Delivers 2–3 major projects weekly
- Maintains a 100% on-time delivery record
- Strong value engineering and material optimization expertise
- Extensive CNC programming and manufacturing knowledge
- Experience with corporate, healthcare, hospitality, and educational projects

### Scope of Expertise:

Project Engineering, Design Engineering, Architectural Millwork, Product Development, Value Engineering, CNC Manufacturing, Quality Improvement, Commercial Construction, Engineering Management, Production Optimization.

### Tools & Systems:

AutoCAD 2D/3D, SolidWorks, Fusion 360, Rhino, SketchUp, AlphaCAM, Adobe Photoshop, Adobe Illustrator, Bluebeam, Microsoft Excel, HubSpot, Salesforce.

### Executive Summary:

A highly skilled Engineering Manager with extensive expertise in commercial millwork, product engineering, and manufacturing optimization. Combines advanced design capabilities with strong leadership to improve quality, reduce costs, and deliver complex projects on schedule.

### **Ideal For:**

Architectural millwork manufacturers, engineering firms, custom fabrication companies, and commercial woodworking organizations seeking a Project Engineer, Engineering Manager, or Design Engineering leader.

## **Candidate ID: RB274743 – Outside Sales / Territory Manager**

### **Why This Candidate Stands Out**

A results-driven building products sales professional with extensive experience expanding territories and building long-term relationships across the residential and commercial construction markets. Their consultative sales approach and deep knowledge of premium wood products have consistently driven revenue growth while strengthening distributor and contractor partnerships.

### **Key Highlights:**

- Extensive experience selling exterior building materials and wood products
- Generated approximately \$2.2M in annual sales
- Managed approximately 125 active customer accounts
- Successfully opened 3–4 new supply houses annually
- Strong distributor, builder, architect, and contractor relationships
- Expertise in hardwood, softwood, decking, roofing, siding, mouldings, and flooring
- Consistent year-over-year territory growth

### **Scope of Expertise:**

Outside Sales, Territory Management, Business Development, Building Materials, Wood Products, Distributor Sales, Strategic Account Management, Customer Relationship Management, Sales Planning, Market Development.

### **Tools & Systems:**

Salesforce CRM, Microsoft Excel, Microsoft Word, Outlook, Microsoft Teams.

## Executive Summary:

A high-performing Territory Sales professional with extensive experience growing building product territories through relationship-driven selling and strategic account development. Combines strong product knowledge with proven business development skills to consistently exceed sales objectives.

## Ideal For:

Building material manufacturers, lumber companies, millwork suppliers, and wood product distributors seeking an experienced Territory Manager or Outside Sales Representative.

## ★ Candidate ID: RB278395 – Sales Manager / Operations Manager / Director of Sales

## Why This Candidate Stands Out

An accomplished sales and operations leader with extensive experience supporting custom cabinetry, kitchen and bath products, countertops, and outdoor living solutions. Their ability to strengthen customer relationships while improving operational processes has consistently driven sales growth and enhanced customer satisfaction.

## Key Highlights:

- Extensive sales and operations leadership experience
- Expertise in custom cabinetry, countertops, hardware, and outdoor kitchens
- Residential (90%) and commercial (10%) project experience
- Supported design teams generating \$1M–\$3.5M in annual designer sales
- Strong builder, contractor, designer, and homeowner relationships
- Process improvement and customer retention expertise
- Extensive project coordination and field consultation experience

## Scope of Expertise:

Sales Management, Operations Management, Cabinetry Sales, Kitchen & Bath Products, Customer Relationship Management, Project Coordination, Business Development, Process Improvement, Design Consultation, Sales Leadership.

## Tools & Systems:

20/20 Design, Epicor ERP/POS, Salesforce CRM, Microsoft Office Suite.

## Executive Summary:

An experienced Sales and Operations Manager with extensive expertise in cabinetry and residential building products. Combines consultative selling, operational leadership, and customer relationship management to deliver sustained business growth and exceptional client satisfaction.

## Ideal For:

Kitchen and bath dealers, cabinet manufacturers, countertop companies, and woodworking organizations seeking a Sales Manager, Operations Manager, or Director of Sales.

## ★ Candidate ID: WP12722823 – Sales Manager / Account Manager / Regional Sales Manager

## Why This Candidate Stands Out

A seasoned building materials sales professional with a proven history of generating exceptional wholesale revenue while expanding strategic customer networks throughout New England. Their extensive knowledge of lumber, millwork, and specialty wood products has helped build long-term partnerships with builders, contractors, OEMs, and distributors.

## Key Highlights:

- Generated over \$10M in wholesale sales over the past five years
- Consistently achieved 68–89%+ close rates
- Opened up to 10 new customer accounts
- Built a network of more than 15,000 industry contacts
- Extensive hardwood, softwood, millwork, and engineered wood product expertise
- Strong consultative sales and specification-driven selling
- Experience across residential, multifamily, OEM, and commercial markets



## **Scope of Expertise:**

Regional Sales, Wholesale Sales, Account Management, Building Materials, Lumber Sales, Millwork Sales, Territory Development, Strategic Account Management, Business Development, Customer Relationship Management.

## **Tools & Systems:**

Epicor, Spruce, Microsoft Word, Excel, Outlook, Teams, AWI Standards, LEED Knowledge.

## **Executive Summary:**

A highly accomplished Regional Sales Manager with extensive experience driving wholesale building material sales and expanding strategic customer relationships. Combines exceptional product knowledge with consultative selling to consistently generate revenue growth and strengthen long-term partnerships.

## **Ideal For:**

Lumber manufacturers, building material distributors, millwork suppliers, OEM manufacturers, and construction product companies seeking an experienced Regional Sales Manager or Strategic Account Manager.