

Top Senior Leadership & Technical Talent

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★ Candidate ID: RB277061 – Engineering Manager / Lead Engineer

Why This Candidate Stands Out

An experienced woodworking and millwork engineering professional with expertise managing projects from design and estimating through manufacturing, installation, and completion. This candidate has contributed to approximately 173 projects in one year, supporting both residential and commercial markets while focusing on value engineering and production efficiency.

Key Highlights:

- Contributed to approximately 173 projects in one year
- Experience across residential and commercial millwork projects
- Expertise in high-end custom cabinetry, architectural millwork, casework, built-ins, reception desks, wall and ceiling panels, countertops, custom doors, furniture, and exterior architectural wood components
- Worked on institutional, government, multifamily, retail, healthcare, education, office, and public infrastructure projects valued up to \$13 million
- Strong value engineering experience to improve manufacturability and reduce costs
- Managed customer relationships throughout design, estimating, production, installation, and project completion
- Led teams of up to 30 employees
- Maintains excellent quality with minimal rework

Scope of Expertise:

Engineering Management, Architectural Millwork, Custom Cabinetry, Casework, Value Engineering, Project Management, Estimating, Manufacturing Coordination, Installation Coordination, Commercial Millwork, Residential Millwork, Production Improvement.

Tools & Systems:

AutoCAD, Cabinet Vision, SketchUp, AlphaCAM, CNC Programming (3-Axis & 4-Axis), AWI Standards, ADA Standards, OSHA Standards.

Executive Summary:

An Engineering Manager with extensive experience supporting large-scale architectural millwork projects from concept through installation. Combines engineering leadership, value engineering, and CNC manufacturing expertise to improve production efficiency while maintaining high quality standards.

Ideal For:

Architectural millwork manufacturers seeking an Engineering Manager or Lead Engineer.

★ Candidate ID: RA278616 – Production Manager

Why This Candidate Stands Out

An experienced production leader with a strong manufacturing background managing mill operations and improving production systems. This candidate combines operational leadership with process improvement, employee development, workplace safety, and continuous improvement to support efficient manufacturing performance.

Key Highlights:

- Managed mill operations across three paper machines
- Led teams of up to 10 employees
- Helped implement improvements that reduced labor costs by 25%
- Developed and improved Standard Operating Procedures (SOPs)
- Strong workplace safety and regulatory compliance focus
- Conducts employee coaching and performance development
- Experience with supplier coordination, inventory monitoring, contract negotiations, vendor collaboration, and automation opportunities

Scope of Expertise:

Production Management, Manufacturing Operations, Process Improvement, Lean Manufacturing, Continuous Improvement, SOP Development, Safety Management, Employee Development, Inventory Management, Vendor Coordination, Operational Leadership.

Tools & Systems:

JD Edwards EnterpriseOne, Oracle, Microsoft Office.

Executive Summary:

A Production Manager with experience improving manufacturing operations through standardized processes, workforce development, safety leadership, and Lean Manufacturing initiatives. Focuses on increasing productivity while reducing operational costs.

Ideal For:

Manufacturing organizations seeking a Production Manager with strong operational leadership and continuous improvement expertise.

★ Candidate ID: VIP237781 – Engineering Manager / Lead Engineer

Why This Candidate Stands Out

An experienced engineering and manufacturing professional specializing in commercial architectural millwork. This candidate combines engineering leadership, CAD/CAM, CNC programming, ERP integration, and manufacturing automation to improve production efficiency and engineering accuracy.

Key Highlights:

- Managed teams of up to 8 employees
- Experience across engineering, CNC, cabinet production, finishing, warehouse, and shipping
- Developed engineering standards and standardized workflows
- Implemented ERP-to-production software integration that eliminated manual data entry
- Successfully transformed a traditional millwork operation into an automated CNC manufacturing facility
- Achieved an estimated ROI within 8–10 months through automation improvements
- Delivered engineering support for commercial office, hospitality, healthcare, institutional, and retail projects
- Maintained engineering-related rework within approximately 5–10%

Scope of Expertise:

Engineering Management, Commercial Architectural Millwork, CAD/CAM, CNC Programming, ERP Integration, Manufacturing Automation, Process Improvement, Workflow Development, Value Engineering, Commercial Project Engineering.

Tools & Systems:

Microvellum, Innergy, AutoCAD, CNC Programming, CAD/CAM Systems, AWI Standards, FSC Standards.

Executive Summary:

An Engineering Manager with strong commercial millwork experience who specializes in engineering standardization, manufacturing automation, and production optimization. Brings technical leadership that improves efficiency, accuracy, and on-time project delivery.

Ideal For:

Architectural millwork manufacturers seeking an Engineering Manager or Lead Engineer with advanced manufacturing and automation expertise.

★ Candidate ID: RB262708 – Outside Sales / Territory Sales Manager / Area Manager

Why This Candidate Stands Out

A proven cabinet and building products sales professional with extensive experience managing dealer relationships, expanding territories, and driving consistent revenue growth. This candidate has successfully grown sales while supporting distributors, lumberyards, cabinet dealers, and design-focused retailers through relationship-driven selling and strategic account management.

Key Highlights:

- Manages 50+ customer accounts across the New York market
- Increased annual revenue from \$3.7M to a projected \$8M over five years
- Extensive experience selling custom, semi-custom, and RTA cabinetry, countertops, and cabinet hardware
- Product knowledge across Omega, Starmark, Fieldstone, Schrock, Diamond, Kemper, Mantra, Homecrest, Bertch, Aristokraft, Decora, Kitchen Craft, and MidContinent cabinet lines
- Experience serving lumberyards, distributors, dealer networks, and cabinet retailers
- Supports 90% residential and 10% commercial/multifamily markets
- Strong cold calling, forecasting, sales reporting, and account development experience

Scope of Expertise:

Outside Sales, Territory Management, Cabinet Sales, Building Products, Business Development, Account Management, Dealer Network Development, Forecasting, Customer Relationship Management, Residential Cabinetry, Commercial Cabinetry.

Tools & Systems:

20/20 Design, Salesforce, Microsoft Office Suite.

Executive Summary:

An experienced building products sales professional with a proven record of expanding territories, increasing revenue, and developing long-term customer relationships. Brings extensive cabinet product knowledge and consultative sales expertise across residential and commercial markets.

Ideal For:

Building products manufacturers and distributors seeking an Outside Sales Representative, Territory Sales Manager, or Area Manager.

★ Candidate ID: RB261941 – Director of Sales / VP of Sales / Business Development

Why This Candidate Stands Out

An accomplished building materials sales professional with extensive experience developing distribution networks, expanding territories, and driving business growth throughout Texas, the Western United States, and Canada. This candidate specializes in architectural wood products, specialty building materials, and consultative sales.

Key Highlights:

- Extensive experience growing sales throughout Texas, the Western United States, and Canada
- Expertise in Thermally Fused Laminate (TFL), High Pressure Laminate (HPL), edgebanding, hardwood plywood, architectural plywood, veneers, hardwood lumber, moulding, cabinet hardware, composites, synthetics, adhesives, countertops, quartz, solid surface, waterproof wall panels, and specialty building materials
- Successfully developed and expanded large distribution territories
- Strong pricing strategy, forecasting, quotations, and sales reporting experience
- Experience supporting commercial construction, residential construction, cabinetry, architectural millwork, casework, furniture manufacturing, healthcare, hospitality, education, retail, office interiors, and institutional markets
- Works closely with distributors serving fabricators, subcontractors, and woodworking professionals
- Strong consultative relationship management and customer retention skills

Scope of Expertise:

Sales Leadership, Business Development, Distribution Management, Architectural Wood Products, Building Materials, Territory Development, Strategic Sales, Forecasting, Pricing Strategy, Dealer Relationships, Commercial Construction, Residential Construction.

Tools & Systems:

Salesforce, Microsoft Office Suite.

Executive Summary:

A senior sales leader with extensive experience developing markets, expanding distribution channels, and supporting customers across architectural wood products and specialty building materials. Combines strategic business development with long-term relationship management to drive sustained growth.

Ideal For:

Manufacturers and distributors seeking a Director of Sales, VP of Sales, or Business Development Leader.

★ Candidate ID: RA276976 – Project Manager

Why This Candidate Stands Out

A results-driven Commercial Project Manager with extensive experience delivering architectural millwork and casework projects while managing large commercial project portfolios. This candidate specializes in coordinating high-end commercial projects from planning through installation while maintaining quality, schedule, and profitability.

Key Highlights:

- Delivered \$15M in architectural millwork and casework projects over the past two years
- Currently manages a \$14M project portfolio
- Experience with custom wood and metal, casework, stairs, framing, wood panels, risers, treads, linings, millwork finishes, mouldings, doors, and windows
- Supported hotels, resorts, office buildings, government offices, campuses, and airport projects
- Extensive custom stair package coordination experience
- Strong project planning, budgeting, P&L management, scheduling, and contract compliance expertise
- Experienced in value engineering, vendor negotiations, billing, takeoffs, and drawing reviews
- Coordinates engineering, production, field teams, architects, subcontractors, and general contractors
- Strong knowledge of AWI, FSC, and LEED standards

Scope of Expertise:

Commercial Project Management, Architectural Millwork, Casework, Custom Stair Systems, Budget Management, P&L Management, Scheduling, Value Engineering, Vendor Management, Drawing Review, Commercial Construction, Field Coordination.

Tools & Systems:

Innergy, Bluebeam, ProCore, AutoCAD, Fieldwire, Microsoft Office Suite.

Executive Summary:

A Commercial Project Manager with extensive experience managing high-value architectural millwork projects from preconstruction through completion. Combines technical coordination, financial management, and cross-functional leadership to consistently deliver successful commercial projects.

Ideal For:

Architectural millwork companies seeking a Commercial Project Manager with expertise in complex commercial interiors and custom millwork.

★ Candidate ID: AA241703 – Production Manager

Why This Candidate Stands Out

A hands-on Production Manager with 25+ years of experience leading high-end woodworking and millwork manufacturing operations. This candidate combines production leadership with deep knowledge of custom fabrication, quality control, SOP implementation, and shop floor management to consistently improve productivity and operational performance.

Key Highlights:

- 25+ years of experience leading high-end interior, exterior, stair, and custom installation projects
- Experience across 70% residential and 30% commercial projects
- Successfully tripled overall business volume through SOP implementation and production control
- Strong background in custom fabrication and complex woodworking projects
- Deep knowledge of AWI, ADA, FSC, and OSHA standards
- Hands-on experience with 3-axis CNC equipment, production cut lists, automated door machinery, table saws, and DeWalt hand tools
- Conducts regular production floor walks to maintain quality and maximize efficiency

Scope of Expertise:

Production Management, Woodworking Manufacturing, Architectural Millwork, Custom Fabrication, Operations Management, Production Planning, Quality Control, SOP Development, CNC Operations, Manufacturing Leadership, Continuous Improvement.

Tools & Systems:

3-Axis CNC Equipment, Automated Door Machinery, Table Saws, DeWalt Hand Tools.

Executive Summary:

A seasoned Production Manager with extensive woodworking manufacturing experience, combining operational leadership, production planning, and quality management to improve efficiency, increase throughput, and maintain high manufacturing standards.

Ideal For:

Architectural millwork manufacturers seeking an experienced Production Manager with strong shop floor leadership and operational expertise.

Candidate ID: EA79336 – Estimator & Project Manager

Why This Candidate Stands Out

An experienced Estimator and Project Manager with 30+ years of design and engineering experience, managing complex commercial millwork projects nationwide. This candidate bridges architects, general contractors, and manufacturing teams while maintaining strong project profitability and quality standards.

Key Highlights:

- 30+ years of design and engineering experience
- Manages 8+ concurrent commercial projects
- Extensive nationwide commercial project experience from New York/New Jersey to Hawaii
- Maintains approximately 40% gross margins and 10%+ net margins
- Specializes in luxury retail, airport terminals, malls, restaurants, bars, coffee shops, and other commercial environments
- Extensive experience managing custom bars, host stands, banquettes, fitting rooms, waiting areas, eating rails, and luxury fixtures
- Strong collaboration between architects, shop teams, and general contractors

Scope of Expertise:

Estimating, Commercial Project Management, Architectural Millwork, Commercial Interiors, Engineering Coordination, Design Management, Luxury Retail Construction, Budget Management, Project Scheduling, Client Coordination.

Tools & Systems:

Adobe Photoshop, Adobe Illustrator, Microsoft Office Suite.

Executive Summary:

An experienced Estimator and Project Manager with decades of commercial millwork expertise. Combines engineering knowledge, estimating accuracy, and project leadership to consistently deliver profitable, high-quality commercial construction projects.

Ideal For:

Architectural millwork manufacturers seeking an Estimator, Senior Project Manager, or Commercial Project Manager.

★ Candidate ID: EA278602 – Sales Consultant & Sales Manager

Why This Candidate Stands Out

A proven sales leader specializing in luxury residential and commercial construction products. This candidate consistently generates \$6M–\$8M in annual sales while developing new business, maintaining long-term client relationships, and supporting high-end construction projects from specification through completion.

Key Highlights:

- Generates \$6M–\$8M in annual sales
- Secures 60–70 new luxury construction accounts each year
- Supports a balanced portfolio of 50% commercial and 50% high-end residential projects
- Extensive relationships with general contractors, architects, and interior designers
- Expertise in luxury appliances, decorative plumbing, hardware, and premium building products
- Manages luxury residential projects ranging from \$700K to over \$76M
- Provides product specifications, custom selection guides, and value engineering solutions

Scope of Expertise:

Sales Management, Business Development, Luxury Construction Sales, Building Products, Account Management, Specification Sales, Customer Relationship Management, Value Engineering, Commercial Construction, High-End Residential Construction.

Tools & Systems:

HubSpot, Odoo, Salesforce, QuickBooks Desktop, Microsoft Office Suite.

Executive Summary:

A high-performing Sales Consultant and Sales Manager with extensive experience developing luxury construction accounts and generating multimillion-dollar annual sales. Combines technical product expertise with relationship-driven selling to support complex commercial and high-end residential projects.

Ideal For:

Building product manufacturers and distributors seeking a Sales Consultant or Sales Manager specializing in luxury construction markets.