

**Connor Foley**  
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To the Search Committee:

Please find attached my application for the position of Project Manager.

With a BS in Business Economics and more than 7 years of experience in all aspects of project operations, I bring to the table the ability to look at a multi step project and devise an order of events, making sure to keep up with the timeline and achieve the end goal in a safe and timely manner. I excel in working with and scheduling multifaceted groups to achieve the project goal. I am not hesitant to ask questions or seek help. I enjoy being physically involved on projects and working them through to completion.

My experience has required me to review plans, blueprints and work with manufacturers, if necessary, to modify the necessary. I collaborate with contractors, suppliers and my own team, scheduling with trades, and dealing with the bidding process while determining what falls within our scope of work. Through this I have learned the methods of construction, become proficient in spread sheets/calendar tools, and sharpened my organizational skills.

I would love the opportunity to come in for an interview and discuss how my experience directly relates to this position.

Thank you in advance for considering my application. Sincerely,

Connor Foley

## **Profile**

I enjoy the challenge of analyzing problem situations, devising a solution, and implementing a plan that corrects the condition along with making the process more efficient and productive.

## **WORK EXPERIENCE:**

### **Continental Storage Concepts: Sales, Project Management November 2022 – Current**

I currently perform a sales role, both inside and outside sales in the area. Along with this I work the front of the sale through to the purchasing and payments as well as the logistical side of the sale. As needed I work with outside parties to perform installations or other field work.

### **Binghamton Material Handling: Sales, Management, Project Management 2020-2022**

I was tasked to take a larger role in outside sales and overseeing projects. Including staff planning/scheduling, reviewing of final blueprints, maintaining budget numbers, and managing workplace and jobsite issues. My last project I was assigned to was the IM3/Ramboll project for Highspeed Doors, Cranes, and conveyor systems, as well as a new production line going into a local business. Previous assignments would include interior crane projects, a large mezzanine and freight lift, along with multiple smaller projects at local colleges. I also review/schedule/detail projects for our Michigan facility.

### **Binghamton Material Handling Sales: Management, Marketing, and Installation 2018-2020**

Just prior to and upon graduation I began working full time. Trained on payroll and how to manage accounts then moved to inside sales and became assistant to the lead sales representative. This involved determining markups, maintaining customer relations and how to manage customer problems as they arose. While in marketing my main task was to manage the newly created web page by assisting the web page developer in its creation. My management experience led me to make decisions on personnel issues and the selection of employees. I had been collaborating closely with the President these past few years while also assisting in the showroom with walk-in customers, joining other salespeople on various projects and helping with the project management.

### **Binghamton Material Handling Tech/Installations:2015–2018**

I began working firsthand with products such as cranes/hoists, mezzanines, dock equipment, highspeed doors, and conveyors. Through college when available I assisted in the fabrication shop while also aiding in the warehouse as needed. While working in industry as the extra hand, this allowed me to learn about the products and work alongside team leaders. This experience helped me understand the problems and then plan to correct them. I am mechanically inclined, with an extensive knowledge of tools and operating equipment. This has allowed me to become an analytical person while also learning from a group of more experienced individuals

**Binghamton Material Handling Warehouse: 2013–2015** Performed the unloading/loading of merchandise, verifying deliveries, storing/maintaining inventory, selecting orders and preparing orders for shipment. This proved to be an enlightening experience as it demonstrated the team-based approach to getting a job completed.

## **EDUCATION**

### **SUNY Oneonta 2015 - 2019**

Majored in Business Economics, studies encompassed accounting, corporate finance, management, organizational behavior, and marketing. I focused on communications-based classes such as Strategic Communications and Business Communications outside of major.