

# RODNEY KLUKAS

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More than 10+ years of experience in the commercial, residential and construction industries utilizing project management and sales techniques. Proven success at building strong professional relationships as evidenced by achievement in attaining \$1M in annual sales. Thoroughly familiar with the building industry, including codes and blueprints.

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## KEY SKILLS & CHARACTERISTICS

- OSHA10 Hour Certified
  - Negotiation
  - Sales & Pricing Strategies
  - Lead Generation
  - MS Office proficient
  - Excellent Organizational/Problem Solving skills
  - Strong interpersonal & communication skills
  - Trade Show Marketing
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## PROFESSIONAL EXPERIENCE

C&C HYDRAULICS, Terryville, CT

**Construction Sales Manager** – 2015 – Present

- Develop new and maintain existing customer base (individual and corporate) by building strong relationships resulting in 1K+ active customers
- Continually evaluate the market, maintain awareness of the competitive environment and profitable status of each account
- Daily processing of contracts and payments
- Provide customers with expert advice on equipment selection, operation and maintenance
- Competitively prospect new business within territory
- Expand territorial sales by 15% year over year
- Attend trade shows and sales conferences to maintain up to date knowledge and network within the Industry

FINMAN WINDOWS, Farmington, CT

**Service Manager – 2006 - 2015**

- Established a service department to provide support, account management, problem solving and troubleshooting for new and existing customers
- Provided support to sales staff
- Implemented proactive procedures in an attempt to avoid future problems of high volume customer base
- Determined customer needs and propose appropriate service needs
- Conducted visits to ongoing projects to understand product applications and to help in developing strong customer relationships

84 LUMBER, Plainville, CT

**Construction Sales Representative (Outside) – 2003 – 2006**

- Built clientele base by actively cold and warm calling
- Developed marketing campaigns to introduce new products to clients
- Provided 1:1 service to maintain strong customer relationships

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## **ACHIEVEMENTS**

- "\$1M Club Award"
- "Sales Person of the Year Award"

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## **EDUCATION**

**Bachelor of Science, Marketing/Management**

Bentley University B.S. Waltham, Massachusetts