

PRESENTATION OF QUALIFICATIONS

RESPECTFULLY SUBMITTED BY:

ANDREW D. CAMERON

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ANDREW D. CAMERON

OBJECTIVE

To utilize my wisdom, skills, experience, resources, energy, winning attitude, and commitment to make an impact.

PROFESSIONAL EXPERIENCE

Energy Design Systems, Inc. Philadelphia, PA August 2014 – Present
President

- Innovative designer and sales software developers for the residential HVAC & Home Performance industries for contractors, utilities, and manufacturers

Flow Odyssey/HVAC Sellutions Philadelphia, PA November 1999 – Present
President

- “Business Resultants” dedicated to improving the operations and success of our clients while increasing revenues, profits, and customer and co-worker happiness
- Provide internal resources and synergize 3rd party resources to provide diagnostic assessments, strategic planning, system implementation, people power and catalytic culture change to yield impactful results quickly
- Position our clients to handle the potential threats from with utilities, consolidation, franchises, online retailing, online lead aggregators, big box retailers, and manufacturers selling direct to homeowners
- We specialize in sales recruitment, educating, performance enhancement coaching, and management consulting and support; marketing and advertising planning and development; operations; sales forecasting and budgeting; and offer support in the areas of financial, administration, general management and organizational structure

National Comfort Institute (NCI) Lake Sheffield, OH August 2010—May 2011
Founder, Director and Faculty of Sales Performance Academy

- Develop sales support and training resources and teach classes
- Speak at national member conferences

Energy Design Systems, Inc. Andover, MA December 1999 – August 2015
Director of Sales Training and Creative Development

- Sell software-based sales tools and training for computer-enhanced selling
- Creation and delivery of unique energy-related resources and services through strategic partners, alliances, manufacturers, distributors, and utilities

Cameron Consortium, LLC Philadelphia, PA September 1999 – Present
Owner/President

- A Visionary Business Ventures organization, specializing in taking unique products and services to market with multiple innovative promotional strategies
- A network of extremely talented and creative individuals and companies focused on creating mutually beneficial relationships

Excellence Alliance, Inc. Hebron, KY July 2001 – December 2003
Trainer and Consultant

Facilitate the Residential Sales Skills, Strategic Sales Management, and Marketing Management workshops along with course enhancement and development of additional classes, programs, tools, alliances and educational products and services

Service Experts, LLC Brentwood, TN July 1999 – September 1999
Performance Enhancement Team – Director of Sales System Implementation

- Designed, implemented, and reviewed all residential sales systems. Integrated recruiting, hiring, training, management, and continued performance enhancement of Comfort Advisors and Service Technicians from a sales and customer care perspective. Utilized a multitude of individuals, resources, media, and agencies to maximize effectiveness and results

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Service Experts, LLC

Brentwood, TN

May 1998 – July 1999

Area Manager

- Free-lance assignments regarding the management of various Service Centers across the country. Focus was on accessing challenges or opportunities within a center, then devising and executing a comprehensive plan to achieve specific objectives. Successfully implemented working solutions in St. Louis, MO; Danbury, CT; Scotia, NY Service Centers, and assisted several others on various aspects of operations

Conectiv Services, Inc.

Chadds Ford, PA

Dec. 1996 – Feb. 1998

Residential Sales Manager and Northern Regional Sales Manager

- Broadened sales team from 5 to 8 Comfort Experts, raised annual sales from \$3.5m to \$5.0m, increased gross margin by 10% while maintaining quality and customer happiness, and reduced accounts receivable over 60 days to under 10%
- Facilitated development of Nationally Integrated Selling Process manual

John H. Cameron & Sons, Inc.

Chadds Ford, PA

1992 – Dec. 1996

Residential Marketing, Sales and Operations Manager

- Expanded sales team from 1 to 5 Comfort Experts, increased annual sales 338% while generating 22% net profit in Residential Replacement sales
- Directed operations of 12 Install crews, 2 Indoor Air Quality (IAQ) crews, and 18 Service Technicians with record productivity and profitability.
- Contrived Sales Success Summit course for uniform sales training
- Created computerized lead and sales tracking program
- Produced and managed annual company-wide marketing and advertising plan.
- Successfully penetrated Delaware market and opened branch office.
- Guided company to win multiple Lennox Centurion Sales awards
- Formed an Indoor Air Quality division with dedicated salesperson & 2 F-T crews
- Converted Customer Service department to a Customer Care division with increased productivity, profitability, service agreement sales, replacement sales lead generation, and overall customer and employee happiness
- Assisted in engineering the sale of the company to Conectiv Services, Inc.

John H. Cameron & Sons, Inc.

Chadds Ford, PA

1989 – 1992

Office Manager and General Manager

- Customized telecommunications system to cut expenses by 50%
- Developed and implemented company forms and support materials.
- Lowered inventory of office supplies and reorder expense by 60%.
- Formulated recruiting process to expedite hiring better-qualified candidates
- Executed a plan redirecting company out of New Construction work and into more profitable Residential Replacement, IAQ, and Service business

John H. Cameron & Sons, Inc.

Chadds Ford, PA

Prior to 1989

Residential Replacement & New Home Systems Designer and Estimator

Warehouse Manager

Service Technician Apprentice

Installation Technician

Installation Technician Apprentice

EDUCATION

Bachelor of Science in Business Management with a minor in Economics

University of Maryland

College Park, MD

1984 - 1989

- Order of Omega

- Who's Who Among American College Students

- United States Achievement Academy Honors

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SPECIAL CERTIFICATIONS

- The EDGE Next Level Experience Leadership Group Jan. 2018-present
- Tony Robbins' 4-day Leadership Academy
- Keith Cunningham's 2-day Planned of Get Slaughtered
- Keith Cunningham's 4-day MBA
- Tony Robbins' 8-day Life and Wealth Mastery in Fiji
- Tony Robbins' 6-day Date With Destiny
- Tony Robbins' 5-day Business Mastery
- Tony Robbins' 4-day Unleash The Power Within
- EGIA Contractor University online and live courses
- National Comfort Institute (NCI) Air Diagnostics and Balancing Certification
- SkillPath's Professional Trainers Conference
- Future University: "Telemarketing" course - #1 in a class of 30
- Future University: "Residential Replacement Sales" course - #1 in a class of 32
- Future University: "General Manager" course - #1 in a class of 150
- Future University: "Residential Sales Management" course – Class not ranked
- Meridian Bank's "Financial Management for Small Business" I and II
- Fred Pryor's "How To Develop and Administer A Budget"
- Proof Management's "How To Survive & Prosper in the Contracting Business"
- Dun and Bradstreet's "Managing Multiple Priorities"
- Guerilla Selling course
- Zig Ziglar's "Born To Win" 3-day Seminar
- Positive Leadership Enterprises' "Leadership Mentor Program"
- Sandler Sales Institute's various programs
- Pat McCormick's "Sales Excellence Training": Introductory and Advanced
- Tom Hopkins' "Mastering The Art of Selling HVAC"
- ACCA courses: Quality College; Financial Building Blocks, Manuals D, J, S, T
- GAMA/AGA chimney and venting course
- Lennox "Face-To-Face Selling skills" course; "Focus On The Future"
- Carrier's "Service Management" and "Contracting Management" courses
- Honeywell's "Disciplines of Selling" course
- Trane and York: "Systems Design" and "Selling Value" (Steve Howard) courses
- Steve Howard's "How to Sell More Res. Repl. Equipment"
- Time/Design's "Staying on Top of Your Workload"
- Contractors 2000 Gold Star Management Academy
- Seminars by Tom Hopkins, Brian Tracy, Jim Rohn, and Zig Ziglar
- Various software training certifications
- Management training w/HVAC top business owners and industry leaders

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PROFESSIONAL MEMBERSHIPS & ASSOCIATIONS

- Tony Robbins' Certified Results Coaching March 2017-present
- Affordable Comfort, Inc. (ACI) Conference Proposal Review Committee
- Board Member Electric & Gas Industries Association (EGIA)
- Board Member Efficiency First (EF) and Membership Committee
- Contractor Advisory Group (CAG) Founding Member
- Contractor Consultants of America (CCA) Founding Member
- Profit Alliance Founding Member
- Service Roundtable Coach and Consult Partner and Preferred Vendor Partner
- Air Conditioning Contractors of America (ACCA)
- Sandler Sales Institute President's Club
- Former Contractor Success Group (CSG) charter member
- Former Service Thrust Organization (STO) member
- Affiliation with various other Trade Associations and Better Practice Groups

ADDITIONAL PROFESSIONAL ACTIVITIES

- EGIA Contractor University Founder and Faculty Member
- Daikin International Sales and Management Trainer
- Efficiency First Sales Webinar Series Faculty
- Speaker for several ACCA, ACI/Home Performance Coalition (HPC)/Building Performance Association (BPA), National Comfort Institute (NCI), Comfort Institute, AeroSeal, ServiceRoundtable, Excellence Alliance (EAI), EGIA, Comfotech, Comfotech Roadshow, Hudson Ink, ContractorSelling.com, CSG, Service Experts, Nexstar, distributor and manufacturer conferences and/or webinars
- Consulting and/or training alliances with Nexstar, Carrier, Lennox, York International, EAI, Group Strata and many independent contractors
- Hudson Ink Sales PowerPack contributor and presenter
- Created HVAC Sales Management for HVAC program for Nexstar
- Created Residential Replacement Investment Guide for York International
- Service Experts Sales Summit – Committee to Design Integrated Sales Process
- CSG Network Committee
- SuccessWare Advisory Board and Board of Directors

COMMUNITY ACTIVITIES AND VOLUNTEER EXPERIENCE

- Founder and President, Cameron Family Memorial Foundation
- Trustee EGIA Foundation
- Member St. Andrew's Society of Philadelphia
- Member of Masonic Order; 32nd Degree Scottish Rite; and Noble Shrine
- Risk Management Advisor and Alumni Club Phi Sigma Kappa (PSK) Eta Chapter
- Make-A-Wish Foundation Wish Interviewer and Granter, and Event Volunteer; Big Brothers of Chester County; Various philanthropic contributions of time and money individually and through PSK
- PSK District Governor, Province President, Chapter Program Specialist, Chapter Adviser, Facilitator, President's Inner Circle, Various Committees
- Founded PSK Chapters at the University of Delaware and Villanova University

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AWARDS AND HONORARY MEMBERSHIPS RECEIVED

- Contracting Business/Service Roundtable Tom McCart International Consultant of the Year, 2010
- International Who's Who of Professionals, 2004-2009
- International Executive Guild's Who's Who, 1999-2009
- International Who's Who of Professional Management, 1998-2009
- Omicron Delta Kappa National Honor Society, 1998
- University of Maryland Phi Sigma Kappa Eta Chapter Hall of Fame, 1997
- Phi Sigma Kappa Mu Septaton Dedicated Service Award, 1995
- Founders' Award for Outstanding Service to Phi Sigma Kappa Fraternity, 1995
- Who's Who Among American High School Students, 1981-1983

INTERESTS AND ACTIVITIES

- Family time, home projects, physical fitness, skiing, computers, music, and sports.

REFERENCES & TESTIMONIALS AVAILABLE UPON REQUEST
