

# Haywood A. LANE III (Hank)

919-650-8274

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100 Knobview Court - Holly Springs, NC 27540 - US

haywoodlane1@gmail.com

## EDUCATION

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Apex High School

## Other Training

- OST (On screen takeoff)
- CNC Operator
- Forklift Operator

## WORK EXPERIENCE

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37 years of manufacturing/installation/estimating/sales experience in the cabinet industry ranging from high end custom residential to commercial casework and millwork.

Millwork Specialty Contractors – MSC (9/5/23 to Present)

4017 Premier Ave.

Memphis, TN 38118

662-910-0609

Rockwood / Serenity Cabinets & Millwork (2/28/22 to 8/25/23)

2303 Rockwood Park Rd.

Bassett, VA 24055

276-627-8010

Bradley Woodcraft (7/26/19 to 2/18/22)

151 Premier Dr.

Holly Springs, NC 27540

919-363-3686

AMG Casework (9/29/2014 to 7/25/2019)

10315 Chapel Hill Rd.

Morrisville, NC 27560

919-462-9202

(Expanded Annual revenue from \$350 thousand to \$1.5 million in the first year and to \$2.5 million the second year)

Forbes Custom Cabinets (9/02/2002 – 8/27/2014)

2025 Production Drive

Apex, NC 27539

919-362-4277

(Stability at AMG Casework for six years and Forbes Cabinets for twelve years. Previous cabinet company`s employment information can be given upon request)

## **Job Title and Description**

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Sales Manager/Estimator

- Consult with clients, vendors, personnel in other departments or construction foremen to discuss and formulate estimates and resolve issues
- Analyze blueprints and other documentation to prepare time, cost, materials, and labor estimates
- Prepare estimates for use in selecting vendors and/or subcontractors
- Confer with engineers, architects, owners, contractors and subcontractors on changes and adjustments to cost estimates
- Prepare cost and expenditure statements and other necessary documentation at regular intervals for the duration of the project
- Assess cost effectiveness of products, projects or services, tracking actual costs relative to bids as the project develops
- Review material and labor requirements to decide whether it is more cost-effective to produce or purchase components
- Establish and maintain tendering process and conduct negotiations
- Prepare and maintain a directory of suppliers, contractors and subcontractors
- Prepare estimates used by management for purposes such as planning, organizing and scheduling work

## **Additional SKILLS**

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- Shop foreman/supervisor (for two years before promotion to sales & estimating)
- Computer skills include word, excel, and multiple search engines

- OST (on screen takeoff) to review blueprints for calculating estimates
- Navigating through Sharefiles and Dropbox to download and review
- Management experience to include scheduling, hiring/dismissal process, manufacturing scheduling and materials procurement
- Developing spreadsheets for annual and individual projects for cost-effectiveness and productivity

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## **INTERESTS**

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- Interacting with others
- Working on the computer
- Classic cars, fishing, shooting sports...

## **OBJECTIVE**

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I look forward to bringing my wide range of knowledge and contacts in the industry to a new arena. I am eager to learn new responsibilities and skills to broaden my knowledge base in the industry. I look forward to learning more in these areas as well as continuing to add to my sales and estimating knowledge.