



QUINN TOLBERT

OWNER

CONTACT

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EDUCATION

2000-2004

TEXAS A&M UNIVERSITY

- Bachelor of Science-Industrial Distribution

SKILLS

- Business Development & Leadership
- Project Management
- Energy Solutions and Sustainability
- Team Leadership
- Operations Management
- Client Relationship Management
- Technical Services Management
- Budgeting and P&L Management

PROFESSIONAL SUMMARY

Dynamic and results-oriented business leader with over 19 years of experience in industrial distribution, energy solutions, and technical services. Proven expertise in regional leadership, business unit management, and project oversight. Adept at driving revenue growth, optimizing operations, and leading high-performance teams. Currently leading a successful roofing and construction business with a commitment to quality and customer satisfaction.

WORK EXPERIENCE

- **Spears & Co Roofing and Construction** JULY 2022 - PRESENT
Owner
 - Manage operations providing both commercial and residential roofing and renovation services
 - Ensure the use of quality materials and provide honest warranties
 - Oversee all aspects of business operations, including client relations, project management, and team leadership
 - Stay updated on new tools and technologies to serve clients better
- **McKinstry** MARCH 2020-AUGUST 2022
Regional Director-Technical Services
 - Led the South Region, covering Texas, Oklahoma, Arkansas, and Louisiana
 - Oversaw all aspects of regional operations, including P&L management and team leadership
- **Business Unit Manager** MARCH 2018-MARCH 2020
 - Managed a team of salespeople, project developers, commissioning engineers, and performance managers
 - Grew top-line revenue and recruited a world-class team
 - Integrated big data analytics with commissioning expertise to optimize building performance
- **Sales Director** MAY 2015-MARCH 2018
 - Led a team focused on diagnosing technical, financial, and legal barriers to facility optimization
 - Created customized solutions for clients in the South Texas area



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CERTIFICATIONS

- Project Management Professional (PMP)
- Certified Energy Manager (CEM)
- LEED Accredited Professional (LEED AP)

WORK EXPERIENCE, CONTINUED

- **McKinstry, continued** MARCH 2013--MAY 2015
Project Director
 - Oversaw sales, design, engineering, and construction for projects in Texas
 - Managed a project portfolio exceeding \$20M
- **Project Director** MARCH 2013-MAY 2015
 - Oversaw sales, design, engineering, and construction for projects in Texas
 - Managed a project portfolio exceeding \$20M
- **Account Executive** SEPTEMBER 2010-MARCH 2013
 - Provided turnkey facility renovations and consulting services
 - Focused on optimizing comfort, increasing operational efficiency, and reducing resource costs
- **Schneider Electric** JANUARY 2005-OCTOBER 2010
Energy Solutions Specialist
 - Developed customer relations for energy conservation projects
 - Served as main contact for implementation of energy conservation measures
 - Conducted preliminary energy audits for project feasibility
- **Fastenal** MARCH 2004-DECEMBER 2004
Assistant Store Manager
 - Assisted with opening a new store, generating \$60,000 in monthly sales
 - Determined merchandising and layout for optimal product transition

REFERENCES

Available Upon Request