



WENDELL BRIGGS

Business Owner

Owner and CEO of a regional commercial HVAC contractor with 62 field and office employees across two Oklahoma branches. Took over the company in 2008 with \$1.1M in revenue and grew it to \$14.6M in 2024. Active in succession planning and an ESOP feasibility study.

CONTACT INFORMATION



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Tulsa, OK 12345

EDUCATION

Associate of Applied Science, HVAC Technology, Tulsa Community College, 1996

UA Local 351 Pipefitter Apprenticeship, Completed 1994

State of Oklahoma Mechanical Contractor License (Active since 2009)

PMP Certification, Project Management Institute, 2001

Goldman Sachs 10,000 Small Businesses Program, Babson College, 2017

KEY SKILLS

- P&L Management and Multi-Branch Operations
- Commercial HVAC Estimating and Bid Strategy
- Job Costing and Project Margin Analysis
- Bonding, Surety, and Commercial Banking Relationships
- ESOP and Succession Planning
- Field Workforce Management (60+ employees)
- Service Department P&L and Dispatch Operations
- SBA 7(a) and Seller-Financed Acquisitions
- Union and Prevailing Wage Project Management
- Strategic Hiring of Branch Managers and Field Leadership

PROFESSIONAL EXPERIENCE

President & Owner | Briggs Mechanical Services, Inc., Tulsa, OK
2008 - Present

- Scaled revenue from \$1.1M to \$14.6M and headcount from 9 to 62 across Tulsa and Oklahoma City branches.
- Opened the Oklahoma City branch in 2016; it now contributes about 38% of total revenue and runs eight service trucks.
- Maintained net margin in the 9-12% range across 16 years, including through the 2020 commercial slowdown when the team kept all field employees on payroll.
- Personally hold a State of Oklahoma Mechanical Contractor license; renewed every three years since 2009.
- Lead quarterly leadership meetings with the CFO, two branch managers, and the service manager; sit on the local ABC chapter board.

Vice President of Operations | Briggs Mechanical Services, Inc., Tulsa, OK
2003 - 2008

- Joined as VP under the founding owner and ran day-to-day operations, dispatch, and field supervision.
- Built the service department from a two-truck add-on into a standalone P&L by 2007.
- Negotiated the buy-out of the founder's stake in 2008 through seller financing and an SBA 7(a) loan.
- Implemented the company's first job costing system, replacing paper time cards with a digital platform.

Project Manager | Coronado Industrial Contractors, Tulsa, OK
1998 - 2003

- Managed mechanical scopes on commercial new-construction projects from \$400K to \$6M.
- Ran crews of 8-15 sheet metal workers, pipefitters, and helpers.
- Left to take a VP role at a smaller firm with a clearer ownership path.
- Earned PMP certification in 2001 while working full-time.

Field Foreman | Coronado Industrial Contractors, Tulsa, OK
1994 - 1998

- Promoted to foreman after 18 months as a journeyman pipefitter.
- Ran crews of 4-8 on light commercial and school district HVAC retrofits.
- Completed a four-year UA Local 351 apprenticeship in 1994.
- Cross-trained on controls and balancing work during slower winter months.

- Long-Term Customer Account Retention
- Safety Program Oversight and OSHA Compliance