

---

# CODY M. SISSON

---

O P E R A T I O N S   L E A D E R   &   P R O J E C T   M A N A G E R

## PROFESSIONAL HIGHLIGHTS

---

- VP of Construction tasked with researching, identifying, designing, building and project managing the build-out to of new retail locations throughout the country, including the design, engineering, prototyping, and deployment of a new retail sales channel to a global market
- VP of Operations with oversight of the daily execution of Construction and Service Divisions delivering HVACR solutions throughout Southern California, including developing project management, sales strategies, execution procedures, and managing the day-to-day operation of support staff
- Sales and Operations Manager responsible for the daily operation of Building Automation Service Division in Southern California, Las Vegas, and Phoenix, including project managers, field technicians, and sales team
- Senior Management positions as the Director of Dealer Development for the largest HVAC distributor in California
- Successful execution of data storage and backup projects in a live I.T. environment with the Walt Disney Company
- Oversight and execution of thirty concurrent projects totaling \$6.5 million dollars during a nine-month period

## PROFESSIONAL EXPERIENCE

---

### Vice President of Construction | Ironman 4x4 America (2021-Pres)

- Development, engineering, design, estimating, procurement, project management, and execution of new retail store build-outs throughout the country
- Developed, designed, engineered, and prototyped a new in-store kiosk that has been implemented throughout California, Oregon, and Washington, with plans to deploy the solution on a global scale, creating an entirely new sales channel for the organization that did not previously exist
- Assessment and viability studies for new partner locations, including demographic analysis, site assessments, and traffic forecasting
- Manage costs vs estimate with the goal of continuous improvement and efficiency
- Represent the organization at industry and community events

### Vice President of Operations | Arctic Cooling Systems (2020-2022)

- Developed a strategic vision and implemented new programs from scratch that resulted in a net reduction of costs and an increase of 116% of revenue over the prior year
- Oversight of project managers, project administrators, and procurement specialists, executing >\$30MM of construction and service work
- Completed rework of the Service Department, including dispatch, to increase efficiencies and reduce fixed costs, ultimately paving the way for the department to achieve corporate goals
- Developed and implemented an entirely new construction tracking and forecasting tool to identify cost overrun and inefficiencies that translated to a 269% increase in margin YOY
- Developed new processes and procedures that ultimately netted a 181% increase in construction profitability in a one year period

### Sales & Operations Manager | Schneider Electric (2016-2019)

- Managed all aspects of the Service Division for the Southwest Region, covering Southern California, Nevada, and Arizona
- Responsible for the daily operations of 5 sales people, 22 technicians, and 3 Dispatchers servicing clients like Amgen, Boeing, Lockheed Martin, and The State of California
- Fully responsible for the Sales and Operations of a building automation, energy efficiency, and CCTV Service Business including scheduled maintenance, break-fix, and system upgrades
- Developed sales strategies for key accounts and tracked progress using dashboards and metrics, resulting in 23% increased revenue YOY
- Developed financial forecasting process to more accurately track revenue and billing

## CONTACT INFORMATION

---

**EMAIL:** codymsisson@gmail.com

**PHONE:** 951.415.9677

**LOCATION:** Eastvale, CA

**LINKS:**

[LinkedIn](#)

[Trailchasers](#)

---

# CODY M. SISSON

---

O P E R A T I O N S   L E A D E R   &   P R O J E C T   M A N A G E R

## **Senior Project Manager** | Climatec /ABM (2013-2016)

- Oversaw all aspects of project execution and financial success for a multi-million dollar organization providing HVAC, energy management, and building automation solutions to the California market
- Executed >\$6 million project over 29 campuses that was delivered on time and under budget
- Managed the \$1.7 million cooling tower retrofit project at The BLOC in downtown Los Angeles, including a complete street closure and crane lift over an eleven-story building
- Coordinated resources, materials, and manpower to efficiently execute work on-time and on-budget
- Provided guidance to the Engineering, Sales, and field Technical teams
- Provided on-site guidance to subcontractors and technicians throughout the execution of projects
- Responsible for the monthly financial review and reporting process
- Developed project resource (labor, material, equipment) tracking system to better coordinate projects
- Developed financial forecasting process to more accurately track revenue and billing

## **Director of Dealer Development** | Russel Sigler (2007-2011)

- Directly responsible for the successful development and management of the technical support, training, and warranty division of the distribution network throughout California and parts of Nevada
- Managed the daily activities of 11 remotely located Technical Support Representatives providing over-the-phone support, on-site assistance, and technical training to HVAC contractors
- Developed and implemented a new customer relationship management process using Salesforce.com and Zoho.com as customer service ticketing system, data tracking, metric reporting, and team collaboration
- Developed, implemented, and maintained a service prioritization process exclusive to dealers that participate in specific programs which resulted in decreased dealer turnover by 18% YOY
- Developed and delivered a comprehensive technical training program for dealers that resulted in net positive revenue for the business
- Developed and delivered customized reports and dashboards to identify warranty and technical support related risks and opportunities

## **I.T. Project Manager** | IBM/Walt Disney Corporation (2006-2007)

- Responsible for managing projects for a team of 19 remotely located technicians while coordinating efforts with other service delivery teams in the organization
- Direct accountability for high impact projects in support of data storage and data backups for the Walt Disney IT environment throughout the country
- Successfully executed \$1.5MM server audit project on-time and on-budget
- Successfully executed \$3MM backup and recovery software deployment to >3000 servers in an active IT environment
- Responsible for presenting data to IBM Senior Executives and the Walt Disney Company Chief Information Officers
- Directly accountable for projects involving:
  - Security implementation and compliance
  - Data gathering and backup scheduling for data centers throughout the United States
  - Transition and development of support efforts for remote locations
  - New process development for transitioning IT environment
  - Implementation of new software and hardware tools
  - Customer satisfaction and service level agreement compliance efforts

## **Building Automation Project Manager** | The Trane Company (2003-2006)

- Directly accountable for the overall implementation and supervision of project execution, including the development of scope, system design, labor estimates, and procurement of subcontractors
- Perform customer delivery, progress and closeout meetings to key stakeholders
- Responsible for developing and conducting routine training for technicians and sub-contractors
- Supervised the field installation, start-up, commissioning and implementation of large HVAC and building automation projects
- Develop and implement start-up and commissioning procedures
- Responsible for estimating, proposing, and securing change orders