

# BRIAN MICHAEL FALLET

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## QUALIFICATION SUMMARY

I am a demonstrated achiever with exceptional knowledge of small business management and marketing. I have a strong technical background in mechanical and facilities management supported by education, training, and progressive advancement in both corporate and military service. I am a qualified power generator operator experienced in the operation of 1200# steam turbine and turbo generators. I have an extensive background in air conditioning, refrigeration, heating mechanics, electrical and plumbing repairs. I am a 28 year retired Veteran of the U.S. Navy and Air Force Reserve.

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## LICENSES AND CERTIFICATIONS

EPA lead renovator certification - R-I-128533-18-02583	November 2018
Penn State Master Gardener Certification	July 2017
Renewable and Alternative Energy Program certificate (CCAC)	February 2013
Associates In HVAC Technology, Community College of Allegheny County	December 2013
<b>Electrical "F" license # EL04656</b> , City of Pittsburgh	April 2005
Bachelors in Business Administration/ Marketing, Robert Morris University	May 2004
CPR Recertification	September 2004
Certificate, Seven Habits of Highly Effective People 4-Day Workshop	February 2004
Refrigerant Handling Certification, Environmental Protection Agency	July 2003
<b>HVAC License #HV01760</b> , City of Pittsburgh	March 2003
Forklift Operation Certification	August 1995
Total Quality Management Certificate	May 1995
Maintenance Ice Machine Service Certification	March 1995
Backflow Preventer Certification	March 1995
<b>Stationery Engineers License #14685</b> , City of Pittsburgh	March 1993
Basic Welding Certificate Delaware Technical College	March 1992

High Honors Graduate - Certificate National Radio Institute, AC/R Correspondence

Honors Graduate - Certificate National Radio Institute, Master Appliance Servicing

## RELEVANT EXPERIENCE

### Air Conditioning, Refrigeration, and Heating

Serviced, operated, and maintained up to 100-ton reciprocating and 500-ton lithium bromide chill water systems, roof-top and multi-zone air conditioning systems, walk-in coolers, heat pumps, ice making equipment and 13,000,000 BTU oil and gas fired low pressure boilers. Serviced and troubleshot all types of residential and commercial air conditioning, refrigeration, and heating equipment.

### Electrical and Plumbing

Proficient at blueprint and schematic reading and trouble-shooting. Experienced with 120, 240, 480-volt single phase and 3-phase equipment. Diagnose problems and repair or replace all types of electrical fixtures including lights, circuit breakers, main services, relays, motors, pressure-temp devices, capacitors, compressors and transformers.

## Turbine Operation

Operated 1200# steam driven turbines and generators, high and low pressure compressors, and associated pumps and equipment. Monitored temperature and pressure gauges of equipment. Performed turbine start up/shut down. Recorded equipment readings at specified intervals.

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## **SPECIALIZED TRAINING**

**Community College of Allegheny County**  
**Associates In HVAC Technology - December 2013**

**Community College of Allegheny County**  
**Renewable and Alternative Energy Program XEN-4001**

16 week course with practical labs covering passive and active solar hot water systems, grid tie and battery backup photovoltaic systems, hydrogen fuel cell technology, DC variable speed motors, pumps, piping and applications.

**U.S. Navy Propulsion Engineering School**

Introduction to 1200# steam system, basic steam cycle, safety, high and low pressure turbines, turbo generators, condensers, pumps, valves, gauges, lubrication and basic physics.

**National Radio Institute**

Completed correspondence course in air conditioning, refrigeration, heating systems while at sea. Areas studied included theory, basic electrical, basic electronics, pneumatics, refrigeration cycle, hydronics, soldering electrical circuit boards, soldering and brazing techniques for plumbing and refrigeration.

**Electrical Construction**

One year vocational training in residential and commercial electrical work with hands on full house wiring from service entrance to outlets, motor controls, relays and circuitry.

**Building Maintenance**

One year vocational training in all facets of building maintenance to include carpentry, electrical, plumbing, and masonry along with custodial processes.

## **EMPLOYMENT HISTORY**

**Owner - Brian Fallet Enterprises**

August 2013 - Present

Home renovation contractor dealing primarily in the "Handyman" or small repairs niche. Specializing in small to med size repairs to plastering and drywall, plumbing, electrical, carpentry and HVAC maintenance.

**Entry level Installer - Standard Solar**

May 2013 thru August 2013

Assisted in installation of 10 Photovoltaic systems ranging from 4 to 28KW. Experience includes installing rail systems, panels and Enphase inverters, running and bending conduit, pulling wire, connecting panels on roof thru combiner boxes, disconnects and meters to grid.

**Regional Sales Representative - JELD-WEN Windows and Doors**

June 2006 - December 2011

Responsible for providing account management for a 7 million dollar territory thru inventory and product management for 22 Home Depot stores in Western Pennsylvania . Responsible for sales marketing and sales forecasting. Provided continuous regional training on current and new products. Performed competitor analysis on monthly basis. Responsible for all JELD-WEN store merchandising and product resets.

**Field Service Representative - Sunbelt Services Company**

April 2005 – June 2006

I am responsible for merchandising and representing over 150 manufacturers items throughout the hardware department of two Home Depot stores. This includes, but is not limited to servicing all bays, light down stocking, checking sku's to items, making sure all products have a "home", work special

projects of building side caps, wing stacks, etc. for promotion and checking placement of cross merchandised products via map and c-map listings. Responsible for processing of returned items. Give Home Depot associates product knowledge education on various items throughout hardware department. I am proficient at the use of Pace program and PDA device. Work closely with hardware department head and cross merchandiser to ensure prompt merchandising of products for maximum exposure in allotted time frame.

**Marketing and Sales Manager, Graphic Impressions, Inc.**

May 2004 – Sept 2004

My position as Marketing and Sales Manager involved developing the firm's detailed marketing strategy by determining the demand for products and services offered by both Graphic Impressions and its competitors. Potential markets were identified, such as business firms, wholesalers, retailers, governmental agencies, and the general public. Pricing strategies were developed, with an eye towards maximizing market share and the firm's profits, while ensuring customer satisfaction. Provided guidance to customer to assure the product or service they were requested best fit their end use. I was involved in the development of advertising and promotional campaigns to promote Graphic Impression's products and services and to attract new clients. I outlined sales territories and set sales goals. I maintained relationships with distributors and print houses, analyzed sales statistics to determine sales potential and inventory requirements, and monitored the preference of individual customers.

**Intern, The Talent Group.**

Jan – May 2004

I was involved with understanding office procedures associated with the selection process of talent for broadcast and print ads, industrial productions, promotional trade shows, and the development of client relationships. I assisted agents in preparing for talent auditions by calling out talent for voice-over and on-camera auditions for TV and film, as well as assisted in writing rough scripts for auditions. Attended theatrical productions and other venues to assist agents in finding talent for clients such as ad agencies, film companies, marketing firms, recording studios, photographers, production houses, and other companies in the entertainment industry.

**Clerk, 911th Air Wing, U.S. Air Force Reserves  
(Work-Study position while attending Robert Morris University)**

Oct 2002 – May 2004

Prepared reports and managed information to facilitate the day-to-day operations of the Civil Engineering Squadron.

**Casual Pool, Mercy Behavioral Health System**

1999 – 2002

Assisted and supported Mental Health/Mental Retardation clients in a supportive housing environment. Monitored activities and distributed medications to clients. The supportive housing setting enabled me to develop a good understanding of the challenges faced by our clients, and the patience necessary to help them function in broader social contexts.

**Senior Skilled Maintenance, Community College of Allegheny County**

1994-1998

Maintained and repaired all college property covering all building trades, including installation of computer suites, office remodeling, and lab renovations. Specialized in HVAC service and repair. Maintained boiler-water/feed-water logs; performed tests of sulfites, pH, total hardness, and alkalinity, and corrected imbalances as necessary. Maintained and overhauled waterside and firesides of (2) 13,000,000 BTU boilers as necessary. Experienced with pneumatic controls, thermostats, pneumatic electric switches, and associated equipment.

**Maintenance Supervisor, Burnham Woods Management**

1992-1994

Responsible for the supervision of maintenance for three apartment complexes (274 units) owned by the company. Duties included ensuring that properties were maintained in superior condition and in compliance with all local building and health codes. Was actively engaged in the hiring, professional development, and when needed, the termination of employees.

**Refrigeration, Air Conditioning Service Tech**

1983-1989

Installed and maintained commercial and residential HVAC systems in San Antonio, TX, and Dover, DE.