

# AARON J. WHOMSLEY

164 Fringetree Drive, West Chester, PA 19380; 484 364 9363; [whomsley@yahoo.com](mailto:whomsley@yahoo.com)

---

**OBJECTIVE** Obtain a position with a growing company committed to teamwork, consumer satisfaction, and supports opportunities for professional development and advancement.

## EXPERIENCE

### **Sterling Kitchens: Sales Account Manager & Designer**

*Malvern, PA: December 2005 - Present*

- Sales Account Manager for retail and existing key builder accounts, also responsible for generation of new business (retail or builder).
- Provide primary and secondary support of showroom to assist retail customers, including walk-ins and existing clients.
- Design custom kitchens based on customer request and construction specification from initial concept to installation.
- Responsible for the creation and presentation of design including sketches, hand drawings and computer based designs.
- Meet with retail and builder customers to conduct selections of cabinetry, colors, features/amenities and countertops.
- Negotiate final price of labor and materials with retail customers and builder accounts.
- Conduct weekly site visits to perform field measurements, inspect installations, and maintain relationships with builder office staff and construction personnel.

### **Reico Kitchen and Bath: Key Account Manager**

*King of Prussia, PA: March 2004 – May 2005*

- Designed custom kitchens and baths, ranging in value from \$50,000 - \$100,000, for luxury model homes and retail customers.
- Established key account relationships with builders, remodeling firms, and contractors in the Southeastern PA and New Jersey territories.
- Managed customer accounts by overseeing the design and installation of premiere kitchen and bath products.
- Review design proposals and detailed sales quotes with builders and homeowners focusing on options and products to best suit their needs.
- Presented kitchen and bath design seminars offered to educate builders and homeowners on various cabinet products and accessories.

### **TH Properties: Project Supervisor**

*Harleysville, PA: April 2002 – March 2004*

- Supervised production development of 176 residential homes, with an associated project cost of \$5 million.
- Responsible for construction of site's houseline, from permit acquisition to settlement, including coordination of inspections with the Township Inspectors.
- Met daily with Site Supervisor, Customer Service Representative and Construction Tech to establish construction schedule, upcoming inspections and general issues concerning the site.
- Conducted daily walk-throughs to verify completion of tasks and determine need for project schedule adjustments.
- Managed daily site schedule supervising all vendor and employee work to meet settlement deadlines and achieve company's high quality standards.
- Initiated and coordinated project start up for market expansion into New Jersey.

- Assistant Supervisor to 5 additional development sites, providing support with finish vendors, and transition from production department to customer service.

### **Kurtz Construction Co: Roofing Specialist**

*Philadelphia, PA: August 2001 – April 2002*

- Participated in historical, mechanical and structural renovations of roof systems.
- Performed repair and maintenance of various roofing materials including slate, cedar, shingle and rubber.
- Estimated residential work including on-site inspection of homes and documentation of needed repair.
- Provided technical training for office staff on basic productivity tools such as Microsoft Outlook, Word, Excel, and Access.

### **K'NEX Industries, Inc: Toy Designer**

*Hatfield, PA: August 2000 – August 2001*

- Designed new product concepts for development and mass production.
- Collaborated with other designers to help bring concepts further through the design process.
- Involved in all aspects of project completion including designing towards specific price points or part configurations to determine final consumer cost.
- Prepared concept materials for weekly executive presentation, including presentation boards, competitor product information, and comparison against current product offerings for potential cost savings by using existing inventory.
- Conducted on-site focus groups at elementary schools to assess strength and comprehension of targeted consumers ranging in age from six to thirteen.

### **Philadelphia Youth Tennis/Arthur Ashe Youth Tennis Center: Front Desk Manager**

*Philadelphia, PA: Sept 1995 – April 2002*

- A non-profit organization offering tennis instruction and programs to children ages four to eighteen.
- Responsible for scheduling and supervision of the front desk operation.
- Performed other duties including chaperoning trips of travel team and assisting with planning of the Annual Benefit fundraising event.

## **EDUCATION**

### **Philadelphia University, School of Architecture and Design**

*(Formally Philadelphia College of Textiles and Science)*

*Philadelphia, PA: September 1994 – May 1999*

- Bachelors of Science in **Industrial Design**

## **SKILLS**

Design Programs: 20/20, Planit Fusion, Adobe Illustrator, Photoshop, Quark  
 Operating Systems: MAC, Windows 95, 2000, XP  
 Office Productivity: Microsoft Word, Excel, Powerpoint, Outlook

## **AFFILIATIONS**

### **The Ian McCambridge Tupper Scholarship Fund**

- Founding Board Member

### **Home Builders Association**

- Corporate Member of Bucks/Montgomery County and Delaware/Chester County Chapters

### **Habitat for Humanity**

- Volunteer for HBA and Sterling Kitchens Sponsored Events