

Todd Cooper

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Objective:

- Full time employment in the HVAC sales industry.

Summary:

- Mature engineering student with significant communication and life skills
- Field experience in the HVAC contracting business
- Excellent work ethic
- Strong business background

Education:

University of Florida, Senior graduating Spring 2009, Bachelor of Science in Mechanical Engineering, Minor Sales Engineering, Overall GPA 3.17 ,Sylvia T. McKinney & Wheat Scholarships 07/08

- HVAC related courses: HVAC Design; HVAC system sizing & design, experience with Carrier HAP. Pneumatics & Hydronics; Whole building piping system design & sizing. Thermodynamics; 1st & 2nd Law of Thermo, Carnot cycle, heat engine, refrigeration cycle. Fluid Mechanics; Turbulent & non-turbulent flow. Heat Transfer; Conduction, convection & radiation.
- Sales related courses: Selling Strategically; Ego Drive, Empathy, Ego Strength, Service Motivation, Ethics. Engineering Economy; Life cycle cost analysis, payback, ROI. Finance; Interest rates, loan structures, market analysis. Technical Writing; Writing technical documents.

Associates of Arts, Pre-Engineering, Santa Fe Community College, Gainesville Fl., Graduated 05/2006. Overall GPA 3.21, Math Scholarship Spring 2006, Dean's List Spring 2006.

Experience:

- 06/2007-Present Student Engineer, Industrial Assessment Center University of Florida, Gainesville, Fl. Perform energy audits for large manufacturing facilities, write energy saving assessments for Mechanical systems such as HVAC, air compressors, VFD's
- 09/2004-01/2005 Job Foreman, C.E.I. Mechanical Contractor, Gainesville, Fl., oversaw welders and labors, installed dehumidification, chilled water/ boiler systems. Plan reading, pipe fitting, soldering, insulation and duct work.
- 05/1999-11/2004 Owner, Spin Cycle Outdoor Center, Gainesville, Fl. . Yearly sales of \$500,000, 10-12 employees. Owner/Operator, managing and training employees, accounting, sales, purchasing inventory and bicycle repairs.
- 08/1998-08/2006 Landlord, personal investments, Gainesville, Fl. Residential and Commercial. Management, maintenance and repairs.
- 09/1995-12/1995 Sales, Memory Technique Seminars, Jacksonville, Fl., Traveled to different Universities in FL,MS,LA,TX, promoting and selling tickets for a self help memory seminar.
- 07/1993-07/1995 Missionary, The Church of Jesus Christ of Latter Day Saints, Boise, ID., Proselytizing, Community Service, Church Leadership.

Affiliations:

- President, Student Chapter of ASHRAE 09/08 to present.
- Student Member of ASES (American Solar Energy Society) Student Chapter of the University of Florida.
- Student Member of MCAA (Mechanical Contractors Association of America) Student Chapter of the University of Florida
- Active Member Salt Creek Steel Slingers, Spear fishing Club. 03/2007-Present, Plan and organize club tournaments. Placed 3rd and 5th overall in Big fish and Aggregate fish weight tournaments.
- Active Member Gainesville Cycling Club, 01/1996-present. Currently lead a ride to aide Boy Scouts in achieving their Cycling Merit Badge.
- Eagle Scout, Boy Scouts of America 05/1990. Assistant Scout Master, Troop 841, LDS Church, Gainesville, Fl. 08/2003-09/2007.