

# JEFF GALLEY

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## SUMMARY

Award-winning professional with over twenty years of experience in business operations, finance, general management, project management, national account management, business development, marketing, sales, and brokering. Committed to producing results above and beyond what is expected. Excels at problem solving, planning, and follow through

## PROFESSIONAL EXPERIENCE

### **GALLEY HOME SERVICES, Queen Creek, AZ**

**2014-2017**

Construction / Remodel

#### **Business Development / Estimator / Project Management**

- Provide marketing, social media, and doing business development to stimulate business.
- Provide onsite inspections (kitchen/bath remodels, roof repair, room additions, etc..), the providing estimate, proposals, and remodeling expertise.
- Project management – acquire products and supplies to complete jobs, communicate with building owners to update them with work done, timeline expectations, and make sure they're pleased with completed job

### **BA CONTRACTING & RESTORATION OF ARIZONA, Queen Creek, AZ**

**2011-2014**

Restoration contractor / general contractor

#### **Business Development / Estimator / Project Manager**

- Project management, project estimation and reports, provided estimates to insurance companies and owners.
- Used Xactimate software (and Symbility) for project estimates and reports, Salesforce, and Google.
- Created social media pages, marketing program, & all business development for company.
- AHERA Building Inspector certified – I provided environmental hazard inspection, testing, and abatement services.

### **THYSSENKRUPP ACCESS, Tempe, AZ**

**2010-2011**

Elevator/Vertical Lift manufacturer

#### **District Manager**

- Design and sell elevators, vertical platform lifts, stairlifts, limited use/limited access lifts to wholesale and retail markets (contractors and consumers).
- Oversee all operations for Arizona, including marketing (print, online, and direct), sales, payroll, accounts payable/receivable, profit/loss, installation, maintenance, and warranty work.
- Project Manager – I was responsible for making sure projects were accurate, on time, and not exceeding budget. Did project designs, scheduled/handled inspections, city permits, shipping, and everything from initial consultation to project completion, and then warranty.
- Drive service business – managed, sold, and scheduled service for technicians in Arizona.
- Buyer of product needed for project installation, and service work. Maintain inventory.

### **INDYMAC BANK, Scottsdale, AZ**

**2006-2009**

Mortgage lender

#### **Business Development Manager**

Recruited, supervised and maintained the liaisons between Mortgage Brokers, Loan Officers, and the lender – introducing the company's many industry products, services and technologies.

- Part of a management team whose objective was to generate marketing campaign ideas (online, direct, and print) for producing sales leads.
- Under my supervision, teams outperformed company revenue expectations – taking two key brokerages from zero monthly income to each producing over \$2.5 million - \$5 million in sales revenue.
- Team player attitude with motivating skills to help co-workers reach their full potential, which resulted in record breaking sales targets.
- Within one year of employment, scaled to the top in proven sales for the region - ranked 4th above other managers.
- A strong closer, specializing in turning leads into closed deals.

**COMMUNITY LENDING, INC., dba COPPERTREE LENDING, Phoenix, AZ**

**2001-2005**

Mortgage Bank and Brokerage

**Mortgage Specialist**

- Started marketing program for Coppertree Lending – online, print, and direct marketing campaigns.
- Originated residential mortgage loans for clients. Specialized in Non-Owner Occupied property loans, and Reverse Mortgage loans. Also did conventional, Alt-A, Non-prime, and government loans.

**PINACOR, Tempe, AZ**

**1999-2000**

\$5 billion per year computer distributor, affiliated with MicroAge, Inc.

**Business Development Manager**

- Drove IBM system sales by developing marketing programs/campaigns, visiting customers, hosting trade show events, conducting product training, interacting with vendors and assisting sales people in achieving goals.
- Elevated IBM storage sales from \$1-2 million quarterly, to over a \$50 million pace in one year.
- Initiated IBM's largest storage purchase opportunity in their history.

**AVNET, INC. (Hall-Mark), Tempe, AZ**

**1995-1999**

\$6 billion electronics/computer distributor

**Account Executive**

- Initiated and developed national reseller accounts.
- Sold millions of dollars of hard copy product (plotters, printers, scanners, laminating systems, software, cutters, and consumables) monthly. Well versed in graphics and wide-format print solutions.
- Earned top sales honors for Hewlett-Packard hardware sales, resulting in trip for two to Hawaii.
- Developed surplus inventory program where resellers took all surplus products through bid, resulting in over \$2 million in yearly surplus and damaged product sales.  
Extensive knowledge of HP, IBM, Compaq and other major computer manufacturer's product lines.

**EDUCATION:**

**Kellogg Community College, Battle Creek, MI**  
Computer Programming/Music Major, 1982-1983

**Calhoun County Vocational Center, Battle Creek, MI**  
Computer Programming/Data Processing 1980-1982

**CERTIFICATIONS:**

WDO Inspector (termite) (AZ), and general pest inspector certified (AZ)

AHERA Building Inspector Certification (Asbestos)

VMware VSP 4 certification

Proficient with several CRM products (Salesforce, Gold Mine, Genisys, Act, etc...)