**BRYAN HARDIN**Longview, TX • (903) 808-5732 • Bryanh90@icloud.com • https://www.linkedin.com/in/bryan-hardin-6b9487286/

### **PROFESSIONAL SUMMARY**

Results-driven **Project Manager** with over a decade of experience leading construction, manufacturing, and product development projects across commercial and residential sectors. Known for **executing high-impact projects on time and within budget**, reducing operational inefficiencies, and exceeding client expectations. Skilled in scope development, contractor management, and process optimization with a hands-on, client-centered approach. Proven ability to integrate **technical knowledge, team leadership**, and strategic planning to drive business growth.

### **CORE COMPETENCIES**

* Project & Construction Management
* Scope Development & Contract Negotiation
* Budgeting, Forecasting & Procurement
* MS Office Suite | Excel | Procore | Bluebeam
* Resource Allocation & Scheduling
* Quality Assurance & Safety Compliance
* Heavy Equipment Oversight
* Permit Coordination & Regulatory Adherence
* Staff & Subcontractor Leadership
* Strategic Planning & Operational Efficiency

### **PROFESSIONAL EXPERIENCE**

**Project Manager** *Buchanan Fence Co — Longview, TX* **Nov 2024 – Present**

* Oversee residential and commercial fence construction projects from planning through completion.
* Manage subcontractors, ensure material delivery, and resolve on-site challenges to maintain timelines.
* Streamlined client communications, improving satisfaction and closing rates by 20%.

**Sales Representative** *Del Zotto Products of Texas — Texas* **Oct 2023 – Nov 2024**

* Drove sales of precast concrete products, consistently exceeding monthly revenue goals.
* Collaborated with construction firms to tailor product solutions, improving order frequency by 15%.
* Supported project bids through accurate estimates and client walkthroughs.

**Project Manager & Lead Sales Representative** *Longview Decks and More — Longview, TX* **Jun 2015 – Aug 2023**

* Directed deck and outdoor structure builds from inception to final inspection across East Texas.
* Negotiated and closed contracts exceeding $1.2M annually, with an average 95% client approval rating.
* Reduced material waste by 30% through proactive supplier relationships and jobsite audits.

**Machine Operator** *Robroy Industries — Gilmer, TX* **Jan 2012 – May 2015**

* Operated industrial machinery and maintained production output in high-volume manufacturing.
* Improved workflow by initiating a cross-training system, reducing line downtime by 18%.

### **PROJECT HIGHLIGHTS**

* **Deck Design & Build**: Delivered over 80 customized residential decks with zero safety violations and 100% code compliance.
* **Fence Project Rollouts**: Managed citywide HOA fencing project, coordinating 10+ crews and meeting all deadlines.
* **Process Optimization**: Introduced scheduling protocols at Buchanan Fence Co, improving team productivity by 25%.

### **ADDITIONAL SKILLS & TOOLS**

* OSHA Awareness | Permit Acquisition | Heavy Equipment Operation
* Conflict Resolution | Vendor Negotiations | Baseline Schedule Creation

### **REFERENCES**

*Available upon request.*