

Mihaita (Mike)Cotovanu

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Experienced in Engineered Wood Products and Lumber with a demonstrated history in construction design, estimating and sales. Strong knowledge of engineering theories, principles, specifications and standards. Highly motivated with excellent communication skills. Proficient in Microsoft Office.

Education & Credentials

ALGONQUIN COLLEGE, OTTAWA, ON - Advanced Diploma in **Civil Engineering Technology**, 2011

GH. ASACHI TECHNICAL UNIVERSITY, IASI, ROMANIA - Bachelor of Science in **Civil Engineering**, 2003

Highlights:

Residential and Commercial Construction	Construction Project Timing and Delivery
Cost Estimating	Large-Scale & High-Budget Projects
Building Code	Problem Solving
Leadership Skills	
Construction Methods	

Professional Experience

Lumber Estimator - ZyTech building systems LP 2019 - Present

- Identifies cost trends to assist management in cost reduction and process improvement efforts. This led to a cost reduction of 10% to 15% of the overall projects.
- Manage multiple simultaneous estimation projects with consistent on-time delivery.
- Work with Engineering Department to continue to develop and standardize capital project estimating process by improving the software templates and speeding up the estimating time.
- Providing detailed conceptual estimates from pre-construction, concept design, schematic design and design development documents using Planswift and Epicor. This resulting in a clear and descriptive quote of materials reducing time spent asking questions.
- Estimated residential and commercial projects varying from \$5000 to over 2 Mil and over 3 Mil Lbs. of lumber products each month.
- Assisted project managers in finding cost-effective solutions by proposing alternate materials and Smartframe Structures drastically reducing the time it takes from foundation to lock-up.

Senior Design Technician/Design Manager Assistant - Timber-Tech Truss Inc 2017 - 2018

- Liaised with customers, management and sales team to better understand customer needs and recommend appropriate solutions, resulting in cost effective measures to clients.
- Prepare layouts and become proficient in MiTek Sapphire, Taiga SeLex, MBA, and other required engineering software. Being proficient gained the company reputation on providing quality.
- Analyze building codes, by-laws, space requirements, site requirements and other technical documents and reports. By doing this reducing errors and omissions in clients blueprints.
- Coordinate design development and/or assist in providing technical direction regarding the scope of projects, technical approach, and design criteria.

Design Manager Assistant/Sales - AKX Lumber Ltd, Calgary, AB

2013 – 2017

- Assist Design Manager in the activities of the design management team to achieve performance for quantity and quality of work. This includes mentoring Design Technicians, training, scheduling, establishing goals, and standards. Increasing company quality of services.
- Increased sales and account base by offering consultation on products and services and applying customer service and upselling techniques.
- Set up appointments with potential and current customers to promote new products and services.
- Brought in new customers and retained base through proactive management of individual needs and development of robust design and sales solutions.
- Preparing structural and non-structural wood product component designs and product placement layouts assembly for fabrication using Mitek and Javelin.

Estimator/Customer Service/Sales - Barrette Structural, Ottawa, ON

2010 - 2013

- Managing the team of remote designers and customer service.
- Preparing package pricing for customers' residential projects for roof trusses and engineered wood products like I joists, open web joists and engineered beams.
- Involved in Client facing mid to high-level residential, commercial and private projects.
- Met with new & existing clients and determining their requirements.
- Sending quotes to customers via fax or email. Receiving and processing orders from customers.

Roof Trusses/Floor Joists Designer, Howarth Timber Engineering, Huddersfield, UK

2008 - 2010

- Designing floor joists and roof trusses on a daily basis using Mitek, Boise and Sema software.
- Discussing changes and corrections with engineers, architects and contractors prior to and during construction.
- Providing backup assistance to builders by answering general questions and site visits.
- Prepared drawing, sketches, proposals and quotations for clients.

Design Engineer, Barrette Structural, Iasi Romania

2004 - 2008

- Designing roof trusses on a daily basis using Mitek 20/20 and AutoCAD to generate site layouts.
- Reading and interpreting blueprints
- Offering technical support and training for other colleagues.

"We shape our buildings; thereafter they shape us." — Winston Churchill