

# James Frailey

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## Skills

I have a broad range of knowledge and understanding in the radiant heating, HVAC, and plumbing areas. I have been involved with wiring of multiple types of control systems for HVAC and radiant equipment. I have installed and serviced a variety of boilers, and hot water storage tanks. I am certified by specific boiler manufacturers. I feel that I am a very fast learner and can problem solve very quickly and very well. I can get along with others very well. I can become an important team player with the ability to lead others and accomplish the upcoming tasks in a very successful manner.

## Education

**Tooele High School**  
Graduated in 1998  
**Utah State University**  
**1998-1999, 2001**

## Experience

**Shop manager/Mechanic**  
**Bob's Garage & Diesel**  
September 2003– May 2006

I was in charge of both office and shop tasks. I handled all the scheduling for myself and coworker. In the shop my line of work included exhaust work, whether it was an original replacement part/system or a new custom built to the application. I installed remote start systems, and stereo systems ranging from speaker change outs to custom setups.

**Radiant Heating technician/Manager**  
**Thermal Floors/Thermal Engineering**  
August 2006 – June 2013

I was in charge of job coordination with the general contractors, material ordering and installation to meet the timelines of each job, in both residential and commercial contracts. I was in charge of getting the job started from the ground up to the day the system was running with the home owner's approval. I have become very familiar with a few specific control systems. TEKMAR, UPONOR CCN network and the HONEYWELL Hydronic control system in both residential and commercial applications. On most of these applications we have worked with various other integration companies to give the homeowner the ability to access the HVAC controls online. I have had the opportunity to install and work on various types and models of boilers and other radiant products. During these years in the company I was able to work alongside the plumbers, HVAC, electricians and gas pipe installers and have gained a very broad range of knowledge in these areas.

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**Manager**  
**Standard Plumbing Supply**  
June 2013-May 2017

I was hired on as a manager to reorganize and increase the sales of the hydronic division in the Standard Plumbing Supply business. In my time here, I have been involved in controlling and improving stock and building good relationships with clientele. I also have the opportunity to build radiant panels that are provided to our customers and are customized for the specific job. Here I have been given a great deal of responsibility in making sure that we have the product the customer needs, when the customer needs it along with the knowledge to help them to know about the product they have to best meet their application. I also help our customers with designs and layouts of their projects to help guide them through the building process, and offer any technical support for the job and equipment both on and off the job site. I have been able to increase my knowledge of products, experience and relationships with others.

**Sales Engineer**  
**High Desert Sales**  
May 2017-November 2017

I was hired on as a salesman to help increase the sales of the manufactures that we represent and offer technical support for those same lines. I was given a wide area to cover to introduce myself throughout Idaho, Utah and parts of Wyoming. I created plans to increase sales, increase our presence and expand our business in our sales area. I was also given the opportunity to start doing training classes for a new boiler line and furnace/water heater that was being introduced to the market. We were able to make a lot of progress and sales in the short time I was there with the products we offered. We were then acquired by Intermountain Sales at the end of October of 2017.

**Sales**  
**Intermountain Sales & Marketing**  
November 2017-Current

Here I have been given the opportunity to be a tech support person for our customers and contractors. I am also in charge of overseeing a few specific lines of manufactures to present a plan for growth in sales and area presence. I am also assigned to stay in contact with a few wholesalers in our area to continue to build relationships with and increase our presence to make sure that people know who we are and what we do to support our customers. I am also in charge of creating and implementing training classes for local wholesalers and contractors to increase knowledge and give hands on experience of hydronic equipment and installation practices. We currently cover Idaho, Utah and part of Wyoming for this.