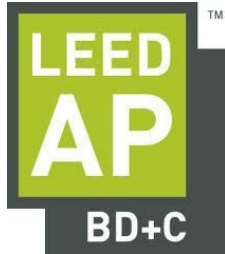


Dustin Chapman

3470 Tyler Avenue
Ogden, UT 84403
(801)648-9883

dustinraychapman@gmail.com



Work Experience

BusyBusy.com- St. George, Utah (Remote)

April 2016-Current- **Account Manager**

Responsibilities:

- Effectively articulate the business solution, while demonstrating the power of a mobile timekeeping solution focused on improving communication
- Manage complex proof of concept, identifying clients' needs and expectations while developing the account management process for retaining accounts and clients
- Strategically manage and build relationships with General Contractors, Specialty Contractors, and Trade Organizations
- Assist in bridging the gap between product, marketing and the needs of the Architecture, Engineering and Construction Industry
- Implement sales outreach cadence and collaborate with Marketing on planning and executing campaigns

FieldLens, Inc.- New York City, New York (Remote)

May 2014-February 2016- **Client Success Manager**

Responsibilities:

- Develop and manage client journey process
- Work closely during initial onboarding to identify key stakeholders and champions and ensure initial user adoption
- Develop personalized adoption plans for individual clients
- Monitor long-term success and increase user activity and account expansion together with sales/account team members
- Lead webinar and on site trainings with groups of all sizes
- Help answer individual and company questions via all support channels
- Participate in internal projects and initiatives
- Proficient in Salesforce, Zendesk, Intercom, Quick Base, Toutapp and other SaaS programs

Kier Construction Corporation- Ogden, Utah

October 2002-July 2005- **Laborer/Carpenter**

July 2005- January 2011 - **Project Engineer**

January 2011-July 2013- **Assistant Project Manager/Safety Manager**

July 2013-May 2014- **Project Manager**

- **Projects types include new multi-family, new commercial, new mixed-use (residential and commercial), podium construction (both parking garage and commercial/residential use), new financial institutions, new churches, tenant finishes, commercial remodels, church remodels, commercial additions, multi-family remodel/rehabilitations, multi-family additions, church additions**

Responsibilities:

- Manage finalization of contracts and scopes of work prior to construction
- Manage job cost and progress control on numerous projects at once
- Prepare and submit all billings and change orders to project owners
- Create and maintain project specific schedules and bid proposal schedules
- Oversee construction documentation processes as well as on site production

Education

April 2008: **Weber State University- Ogden, Utah**

- BS Degree- Construction Management Technology, Minor- Latin American Studies

Certifications Held/Awards

- Named Top 20 Under 40 by Intermountain Contractor in 2010
- Associate Constructor (AC)- American Institute of Constructors
- LEED AP BD+C- US Green Building Council
- OSHA 30 Hour Trained

Community Service

- Ogden City Special Events Advisory Committee- 2006-2013
- Ogden City Board of Zoning and Adjustments- 2009-Current
- Founding Member of the WSU CMT Alumni Association 2010-2016
- ABC Emerging Leaders Committee- 2012-2014