

PATRICK COREY MCMULLEN

(713) 820-7267

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STRENGTHS:

Outdoor Living Specialist with experience serving High End Clientele
Sales • Landscape Design • Client Management • Training & Coaching • Project Management • Product Development

EDUCATION:

Lee College – Horticulture & Business Administration

Texas A&M – Horticulture

EXPERIENCE:

Outdoor Elements (2022-Present)

Commercial Sales & Business Development with a strong focus on multi-family properties throughout Texas

- Conduct thorough Site Assessments to develop comprehensive proposals for pool & landscape construction projects.
- Work directly with property owners and cap-ex teams through design and redevelopment to enhance property values with outdoor amenity upgrades.
- Evaluate new construction plans to accurately determine scope of work and submit winning bids to GCs.
- Achieved impressive results, building a \$12.97MM sales pipeline utilizing existing client network as well as personal nationwide industry contacts and relationships in under 8 months

Haxel/Tellepsen Landscaping(02/2022-05/2022)

Landscape Construction Supervisor

- Managed all day to day residential field operations across Houston's elite neighborhoods; River Oaks, Memorial Park & Villages, West U/Southside Place, Etc.
- Serve as the primary interface between the customer and the crew. Often guide and mentor field staff and assist them in carrying out their duties to ensure efficient production and completion of work to exacting quality standards within budget, safety guidelines and
- Taking projects from the design team through coordination of material procurement and scheduled use of labor and equipment resources.

Urban Organics (2013-2022)

Founder/Owner & Operator - Edible Landscape Design/Build, Maintenance & Garden Coaching Company

NOTE: This is only a brief cross-section of daily responsibilities and related skills. Detailing everything in starting and operating a landscape design and construction company would take several pages

- Develop lead management and pre-qualification process to identify client needs and budget
- Create and implement a sales & design program centered on building a long term client relationship
- Detailed project estimation
- Material Sourcing & Building Vendor Relationships
- Project Management of Multiple Sites
- Recruit qualified field staff and conduct training in all aspects of landscape construction and horticulture management
- Ensure projects are completed to contracted specs for quality, time and budget
- Create & Implement edible landscape maintenance and garden coaching programs
- Develop & Conduct Field training and skills enhancement exercises to promote from within

ADDITIONAL:

Member: Lee College Advisory Board, Horticultural Sciences (2016-Present)