

Andy McQuade

Principal Level Consultant | Building Materials Industry Expert

I have personally impacted millions of square feet of commercial space and over one-hundred and fifty thousand living spaces across twenty-nine states and three countries as a trusted advisor, saving my clients millions of dollars on product, labor and overhead while reducing waste and finding new revenue streams to generate additional incidental income.

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WORK EXPERIENCE

Principal

ARM Procurement Advisors LLC

03/2019 - Present

Cutting edge boutique procurement consulting firm servicing businesses involved in real estate

Achievements/Tasks

- Works primarily with real estate developers, owners, investors and property managers to streamline and optimize their procurement operations to deliver the highest value for their businesses.
- Identifies opportunities and recommends changes to the current procurement process to reduce costs on materials, labor, overhead, maintenance and operations across client portfolios to deliver sustainable long-term savings.
- Provides change management support, training, audits and negotiation services for clients using market intelligence to ensure the best product selection, pricing and supplier performance across their portfolios.
- Offers support, training and guidance for TRUE Zero Waste certification projects and to organizations seeking to reduce their environmental impact while cutting costs and potentially creating additional revenue streams.
- Assists with energy and resource savings program design and implementation at properties to reduce costs and improve efficiency through sustainability projects by providing product and process expertise.
- Delivers guidance and advocacy for Living-in-Place/Aging-in-Place and accessibility projects for both residential and commercial spaces to create healthier, safer and more accessible environments for tenants.
- Creates roadmaps for businesses to embrace sustainability and resiliency both in their day-to-day operations and in their properties through defining goals and strategic planning.
- Provides coaching and guidance to business leaders seeking to develop and improve internal structure and operations for future expansion and greater transparency.

SOFT SKILLS

Leadership

Team Building

Conflict Resolution

Communication

Relationship Building

Adaptability

Problem Solving

Collaboration

Creativity

SKILLS

Procurement Strategy

Execution

Change Management

Strategic Planning

Performance Analysis

Vendor Management

Negotiation

Supply Chain Management

Data Analytics

Budgets

Process Development

Strategic Sourcing

CERTIFICATES

TRUE Zero Waste Advisor (01/2020 - Present)

Green Business Certification Inc TRUE Advisor

Certified Aging-in-Place Specialist (01/2014 - Present)

National Association of Home Builders CAPS

Certified Green Professional (09/2017 - Present)

National Association of Home Builders CGP

Certified Graduate Associate (01/2014 - Present)

National Association of Home Builders CGA

Sustainability Specialist (02/2020 - Present)

National Kitchen & Bath Association Sustainability Specialist

ORGANIZATIONS

Upstate Building Industry Alliance (05/2016 - Present)

Member, Board of Directors

National Association of Home Builders

WORK EXPERIENCE

Director of Sales Pioneer Millworks, Inc

05/2018 - 05/2019

Industry-leading manufacturer of reclaimed and sustainable wood products

Achievements/Tasks

- Recruited on one year contract to rebuild, develop and enable a world-class sales organization covering the US, Canada and Japan.
- Implemented strategies to improve sales performance, shorten the sales cycle, and clearly define the target customer, delivering over 35% YoY revenue growth q1 - '19.
- Partnered with production, procurement, finance and marketing to develop and launch two new product lines.
- Established product and sales training cadence and professional development programs and standards to improve results and level set performance expectations.

Territory Commercial Sales Manager Home Depot

02/2015 - 05/2018

Western and Central New York

Achievements/Tasks

- Created the largest volume key account portfolio in the Ohio Valley Region, consistently exceeding sales and growth targets by over 20% YoY and winning multiple awards for growth and performance.
- Developed the largest multifamily property management key account portfolio in the US.
- Worked with company leadership to develop several new programs and best practices to deliver growth-oriented results across the entire Pro organization and to integrate the Interline Brands offerings into stores.

District Commercial Sales Manager Home Depot

02/2010 - 02/2015

Rochester, New York

District Pro Sales Manager Home Depot

09/2007 - 02/2010

Rochester, New York

Outside Sales 84 Lumber

06/2004 - 09/2007

Victor, New York

Outside Sales Manager 84 Lumber

06/2003 - 06/2004

Victor, New York

Store General Manager 84 Lumber

05/2002 - 06/2003

Auburn, New York

ORGANIZATIONS

National Real Estate Investors Association

National Apartment Association

NAHB Multifamily Council

NAHB 55+ Housing Council

Greenhome Institute

US Green Building Council

Greater Rochester Chamber of Commerce

Rochester Home Builders Association

Freedom First Real Estate Investors Association

National Kitchen & Bath Association

CONFERENCES & COURSES

Details and Solutions for Livable Homes and Aging In Place (2019)

National Association of Home Builders

High Performance Building for Building Professionals (2017)

National Association of Home Builders

Business Management for Building Professionals (2013)

National Association of Home Builders

Design/Build Solutions for Aging and Accessibility (2013)

National Association of Home Builders

Marketing and Communication Strategies for Aging and Accessibility (2013)

National Association of Home Builders

Blueprint Estimating for the Construction Industry (2003)

Construction Estimating Institute

Total Resource Use and Efficiency Zero Waste (2020)

Green Business Certification Inc

LEED Green Associate Self-Study (2020)

U.S. Green Building Council

EDUCATION

Business Administration Le Moyne College

08/1997 - 11/2000

Syracuse, New York