



Brandon Garcia

BD LEADER & FOUNDER
PROUD FATHER & HUSBAND

CONTACT

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EMAIL

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LOCATION

Chandler, Arizona

PORTFOLIO

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LINKEDIN

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COMPETENCIES

- Infrastructure BD & Pipeline Strategy
- Municipal & Agency Relations
- Enterprise SaaS Sales
- Founder & Operator Experience
- AI Workflows & Automation
- CRM Architecture (SF, HubSpot)
- Construction Tech (ProjectSight)
- Bilingual, Spanish & English

EDUCATION

Cal State Northridge

B.S. Business Administration
Minor in Marketing
GPA: 3.67 · 2021

Brandon Garcia

BUSINESS DEVELOPMENT · INFRASTRUCTURE · SAAS · FOUNDER

I build pipelines, close enterprise deals, and create systems that make growth repeatable. My background spans civil infrastructure, enterprise SaaS, and company building from scratch. I operate comfortably across public-sector boardrooms and startup founder conversations, and I bring the same discipline to both.

EXPERIENCE

Manager, Business Development

August 2025 - Present

NESBITT CONTRACTING CO., INC. · PHOENIX, AZ

- › Own a \$50M+ active municipal and infrastructure pipeline across Arizona, covering ADOT, MCDOT, and multiple city agencies.
- › Lead pursuit strategy across CMAR, JOC, and hard-bid delivery formats, coordinating executive, estimating, and project management teams through each pursuit cycle.
- › Manage long-cycle relationships with public-sector decision-makers from pre-procurement through contract award, turning agency relationships into contracted work.
- › Spearheaded Trimble ProjectSight implementation, improving pipeline visibility and operational accountability across the firm.

Senior Regional Sales Manager

September 2023 - August 2025

SKY SYSTEMZ · SAAS / INDUSTRIAL OPERATIONS

- › Generated \$20M+ in annual revenue selling an all-in-one SaaS operating system to construction, concrete, and industrial operators.
- › Led a team of 5 BDs, running a full-cycle enterprise sales motion and consistently exceeding quarterly targets.
- › Won enterprise accounts by competing directly against QuickBooks, Square, and Clover, positioning on operational depth and white-glove implementation.

Founder

January 2022 - January 2024

APOLLO SOLUTIONS HUB · CRM SAAS / AI AUTOMATION

- › Built a CRM SaaS platform from zero, scaling to \$500K+ in revenue through direct sales, product iteration, and client acquisition.
- › Engineered automated outreach workflows, AI-assisted lead capture, and client pipeline management tools for small and mid-market businesses.
- › Owned product, growth, sales, and client success simultaneously, developing a systems-first approach to scaling operations without a playbook.

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Dear Hiring Manager,

I want to open with something most BD professionals won't say in a cover letter: growth is not just a number to me. It is the thing I think about when I wake up, the lens I bring to every conversation, and the reason I have built my career across three very different industries. I am not a generalist. I am someone who has learned how to win in rooms most people never get into, and I have the pipeline, revenue, and company-building results to prove it.

At Nesbitt Contracting, I manage a **\$50M+ active infrastructure pipeline** across Arizona municipalities and state agencies. My job is not just to track opportunities. It is to build the kind of institutional trust that gets Nesbitt invited into conversations before a project ever hits procurement. I work directly with decision-makers at ADOT, MCDOT, and city leadership teams, and I align pursuit strategy across executive, estimating, and operations. The work is long-cycle and relationship-dense, which means I have had to become patient, precise, and strategic in ways that shorter sales cycles never demand.

Before that, I generated **\$20M+ in annual revenue** at Sky Systemz selling enterprise operational software into construction and industrial markets. I led a team of five, ran a full sales cycle, and competed against entrenched platforms by out-relationship-ing them at every stage. I did not win on price. I won because I understood my clients' operations better than most of their own people did, and I showed up consistently.

Earlier, I founded Apollo Solutions Hub and scaled it to **\$500K+ in revenue** from nothing. Building a company taught me things no sales role can: how to make decisions without data, how to build trust with no brand behind you, and how to stay composed when the outcome is entirely on you. I am a better leader and a more grounded operator because of it.

Outside of work, I am a husband and a father. That context matters to me professionally. It shapes how I lead, how I communicate, and how seriously I take my commitments. I am not chasing a title. I am building a career that reflects who I am, and I want to be part of a team that takes growth as seriously as I do.

Sincerely,

Brandon Garcia