Resume

Rick Merante

Industrial Business Development Consultant

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Objective

***I am Rick Merante, a 50-year veteran in Business Development, seeking toTeam up with a growing National Industrial Construction organization looking to Tap into the West Coast Industrial Market.
I am particularly keen on supporting your Business Development endeavors in the U.S. and Canada and also Offer Project Management and Consulting Services.***

Summary Background

Over 50 years of industrial construction experience in; power generation, landfill / gas, oil & gas, refinery, petro-chemical, water, wastewater, aerospace, food & beverage, cement, mining, pulp,& paper, and have the skills to help your company's efforts in the industrial market in California and throughout the U.S.

I have contacts with key leaders and decision makers in the following industries:

Power Generation
Renewable Energy
Geothermal
Solar/ CSP
Biomass &Bio Fuels
Landfill Gas
Hydro Power
Petro-Chemical
Refineries
Cement &Mining

Food & Beverage
Pulp & paper
Water & Waste Water
Steel
Pharmaceutical
Automotive
Institutional / Colleges
Healthcare / Hospitals
Federal / Government
Aerospace

Education

Alemany High School : Mission Hills Ca

LA Trade Tech – General/Metallurgy & Welding

Southern California Pipetrades Trades Training Center ; Compton Ca
Management Action Program (MAP)
Various Safety Classes/Seminars
Various Management Seminars
50 Years as President of A. R. Merante Corporation

Certifications

California State Lic. Board : Registration / Certification (www.cslb.ca.gov)
Contractor's License No. (A) General Engineering : C -4 Boiler Hot Water Heating & Steamfitting : C-36 Plumbing
Personal Lic.: 369040 – Inactive & in Good Standing

A.R. Merante Corporation: Lic.#: 839827 – Inactive & in Good Standing

Professional Experience

- 1972 – 1976: Various Companies in the Industrial Sector
- 1976 – 2025 - A.R. Merante Corporation - President (www.armerante.com)

A.R. Merante Corporation

President /CEO
Santa Clarita, CA 1976 - 2024

- General industrial contractor specializing in projects ranging from $50,000 to over $20M.
- Recognized as an expert in facilitating process change and implementation through training, mentoring, and motivation of operating staff and management teams.
- Challenged to introduce the systems, processes, and operations to support expansion and improve financial performance.
- Demonstrated success with a fast-paced,entrepreneurial, and customer-driven organization. Strong planning, organizational, and estimating skills while keeping a sharp eye on the bottom line.
- Proven ability to identify, repair, analyze, and solve problems quickly, ensuring project is always within budget and on schedule. Interpret blueprints, manuals, and specification requirements.
- Scope of responsibility was diverse and includes job walks, pre - job meetings, preparation of prime bid packages, as well as the complete project management cycle from initial design and estimating through planning, scheduling, change orders, and site supervision.
- Handle materials planning, purchasing, vendor contract negotiations, and inventory control. Coordinate project scheduling to minimize impact upon daily business and operations.
- Thorough knowledge of bidding process and building codes. Estimate projects for public and private work in the Industrial,HVAC, plumbing, and pipe trades.
- Work with commercial, industrial (water and sewage treatment plans), power plants, refineries, aerospace, institutional, hospitals, schools, military, state, federal, and private projects.
- Drive forward new business development through direct sales, marketing presentations, and proposal development.
- Created, implemented, and managed productive marketing programs for tangibles and intangibles. Customer-driven focus: built strong business partnerships, maximized account retention, and improved customer loyalty.
- Team oriented: recruit, motivate, and manage productive sales/project teams. Good communication and interpersonal skills.

Safety

TWIC Card – Homeland Security Clearance
RSO Card – Refinery Safety
IS Net World , PIC's, Browz Training
DMV – Read Out – upon request – Clean Record

Professional Societies/ Affiliations:

Associated General Contractors (AGC)
(WSPA) Western States Petroleum Association
Geothermal Energy Association (GEA)
American Petroleum Institute (API)
(AWMA)Air & Waste Management Association
(LMOP) Landfill Methane Outreach Program
American Welding Society & ASME
MCAA Mechanical Contractors Association
Power Association of Northern California
United States Tennis Association (USTA)
United States Golf Association
(SCGA) So - California Golf Association
Sand Canyon Country Club Member
GHIN # 10640602 5.4 Handicap Index
Harley Owners Group (HOG)
Oak Tree Gun Club
National Rifle Association (NRA) Knight's of Columbus
Local 250 (Retired) Steamfitter, Los Angeles, Ca