



Walter Covington

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Objective

Hard working, highly driven professional, with a proven outside sales and marketing track record. Well trained, and a leader in the insurance restoration industry.

Work Experience

Providence Companies / Founding Member, Principal and Operator (November 2016 - present)

- *Founded, the businesses that make up the Providence group entity.**
- *Secured the funding and licensing to start Providence Restoration & Construction, shortly after started the company Providence Plumbing, shortly after I started the company Providence Environmental DBA Viking AMSL, shortly after started the company Hanton Investment Properties.**

ERX-Emergency Restoration Experts / VP of Sales (October 2015 - December 2017)

- Manage sales team
- Develop and implement sales strategies
- Solve problems with existing problem customers
- Develop adjuster relationships
- Worked with vendors to make sure that our clients were provided the absolute best possible product when it comes to repairs to their home.

CATCON / NC Territory Manager (March 2015 - October 2015)

- **Developed and maintained commercial reconstruction division in NC**
 - **Sold / Managed large commercial restoration projects**
 - **Developed & implemented marketing strategies.**
- *Assisted in the sell and acquisition of CATCON**

DMR Reconstruction / Director of Marketing / Mitigation Manager (July 2013 - March 2015)

- **Emergency Restoration Sales**
- **Developed outside sales strategy**
- **Built and maintained customer relationships**
- **Designed and maintained webpage**
- **Developed social media marketing strategies**
- **Manage construction jobs when necessary**
- **Sought out new employees**
- **Developed customer satisfaction program**
- **Certified - Water, Fire, Smoke, Odor**

L & L Environmental / Facility Manager (January 2011 - July 2013)

- Managed hazardous waste disposal facility
- Employee scheduling
- Heavy Equipment operation and maintenance
- Trucking logs and load content
- Responsible for maintaining our state requirements

The Golf Supply Company / Owner (March 2006 - January 2011)

- Responsible for marketing strategies
- Designed and produced large wholesale catalog
- Designed, maintained ecommerce website
- Ran accounts payable and receivable departments
- Responsible for all HR duties
- Maintained large wholesale distribution warehouse
- Distributor for Eaton Corporation
- Distributor for True Temper Corporation

Alltel / Market Manager (February 2002 - 2006)

- Helped to hire and train sales team
- Designed print advertising
- Developed and maintained customer relationships
- Developed customer service surveys

Anson County Parks and Recreation / Twin Valley Swim Club / Aquatics facility director (June 1995 - August 2001)

- Managed all employees
- Provided CPR and First Aid instruction
- Managed the facilities
- Organized all special events

Education

Gardner Webb University (August 1998 - June 2002)

- Bachelors in Business Administration
- Minor - Business Finance

Anson Sr. High School (August 1993 - June 1996)

- High School Diploma

IICRC

- Certified - Water, Fire, Smoke, Odor

Hazwoper 40 Hour

- Hazmat Mitigation Certification

Interests and Activities

- Involved father and husband
- College Golfer all conference
- Scratch Golfer
- Church Guitarist
- Panther Football
- Sales Strategy
- Sunday School Teacher
- BSA

References

- Dr. George Truman - Superintendent Anson County Schools
704-695-4561
- Daryl Oliver - Founder Making Disciples Ministries
704-467-3255
- Todd Foreman - Manager Michelin Tire Manufacturers
704-699-9044
- Curtis Ireland - Owner Curtis Ireland Allstate
980-254-7776
- Ken Costanza - Owner Ken Costanza Allstate
704-578-3036
- Charles Scism - Scism Commercial Contractor Peterbuilt Corp.
704-507-1143