

Neil O'Neal III

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Open to remote opportunities

BUSINESS OPERATIONS AND PROJECT COORDINATION

Business operations professional with experience in project coordination, financial forecasting, cost analysis, and systems implementation. Improved post-inspection estimate turnaround by an estimated 73% through software implementation. Combine operational leadership with hands-on business systems management and process improvement.

CORE SKILLS

Operations: Process improvement, project coordination, vendor management, customer onboarding, change management, standard operating procedures (SOPs)

Finance and systems: KPI analysis, cost variance analysis, revenue and expense forecasting, QuickBooks Online, Excel, Google Workspace, API/Webhook support & setup

PROFESSIONAL EXPERIENCE

O'Neal Jr. Roofing, Inc.

West Palm Beach, FL

Vice President

2022 - Present

- Supported more than 250% company revenue growth since joining in 2016, leading scheduling, purchasing, billing, and customer workflows.
- Audit estimated versus actual project costs, identify labor and material pricing variances, and update estimating templates to improve pricing accuracy.
- Recover supplier overcharges and compare vendor pricing to control purchasing costs and maintain competitive estimates.
- Prepare monthly revenue and expense forecasts and quarterly estimated tax calculations; review projections with the accountant quarterly to inform purchasing, cash management, and year-end planning.
- Built and rolled out Roof Verify, consolidated CRM data, and reduced recurring software costs by approximately 60%, including platform services and AI development tooling.

Operations Manager

2016 - 2022

- Reduced post-inspection estimate turnaround by an estimated 73% through software implementation and estimate template standardization.
- Trained users, configured pricing and estimate templates, migrated customer data, and documented procedures to support adoption.
- Managed customer onboarding and stakeholder communication from initial consultation through completion, coordinating updates and resolving issues.
- Standardized processes across municipal jurisdictions with a shared playbook covering submittals, fees, and inspections.

COMMUNITY LEADERSHIP

Town of Loxahatchee Groves: Planning & Zoning Board, 2019 - 2023; Finance Advisory & Audit Committee, 2018 - 2019

Palm Beach County Fire Rescue Reserve Battalion (Volunteer): Lieutenant, 2021 - 2023; Firefighter, 2020 - 2021

EDUCATION

Palm Beach State College: Firefighter/EMT Certification Program, 2020

University of Central Florida: General Studies coursework, 2015 - 2016