

Jeffrey Balavender

174 Canton Road Granby, CT. 06035

(860) 999-0297

Email: jbalavender73@gmail.com

A highly detailed, team oriented individual with over 25 years in the automotive, commercial and industrial painting and coatings industry with a proven track record in sales and service. Driven to provide proven results in customer retention, productivity and quality.

EXPERIENCE

July 2022 to Present

Automotive and Commercial Technical Representative – BAPS Auto Paints and Supply, Springfield MA.

Accountable for trouble shooting paint issues in a collision and commercial/industrial customer environments. Set up and perform demonstrations at customer locations for new accounts and new products at current accounts. Fill in for painters at collision centers and commercial customers when painter are out. Review with management and salespeople, the most profitable and efficient paint line and system to install. Perform training at new accounts and accounts that hired new employees.

May 2021 to July 2022

Refinish Solutions Specialist – PPG Industries, New England Region

In charge of in shop training covering all product lines sold by PPG Automotive Refinish. Duties include setting up own calendar and proper type of training for shop personal and management. Troubleshooting product and painter issues in the shop environment. Training consists of product certification and recertification for OEM, insurance partners and product warranty purposes.

February 2019 to May 2021

Technical Sales Instructor – PPG Industries, Baltimore MD

Led classes for all PPG Automotive Refinish products. Developed curriculum and hands on training for shop personal at automotive collision centers, heavy duty truck refurbishment centers, commercial and industrial manufacturing accounts and distributors of PPG automotive refinish products. Also performed training for PPG sales personal. Was responsible for duties performed at the training center. Which includes general maintenance, scheduling outside vendors to perform work, pay bills and coordinate the calendar for use the facility.

October 2016 to February 2019

*Commercial Salesperson and Technical Representative
Automotive Paint and Equipment, Savannah GA*

Responsible for organic growth of PPG commercial products. Create business plans for growth. Manage stock of PPG commercial products at store locations. Meet with customers to determine proper products for their use. Determine proper pricing for customers and business to maintain proper margins. Install paint mixing systems and train personal on proper use of commercial and automotive products.

Jeffrey Balavender

174 Canton Road Granby, CT 06035

(860)999-0297

Email: jbalavender73@gmail.com

May 2013 to September 2016

Automotive and Commercial Technical Representative - Levine's Auto Part and Paint, Danbury CT

Accountable for trouble shooting paint issues in a collision and commercial/industrial customer environments. Set up and perform demonstrations at customer locations for new accounts and new products at current accounts. Fill in for painters at collision centers and commercial customers when painter are out. Review with management and salespeople, the most profitable and efficient paint line and system to install. Perform training at new accounts and accounts that hired new employees.

October 2010 to May 2013

Automotive Collision and Refinish Technician - Jacks Auto Body Plus, Winsted CT

Responsible for all aspects of collision repair to automobiles and light trucks. Including frame repair, sheet metal parts repair and replacement. Priming and preparing vehicles for the painting process and performing the paint process. Mechanical parts replacement and repair. Office responsibilities including writing estimates and supplement estimates. Meeting with insurance adjustors to review estimates and supplements estimates. Prepare vehicle for delivery to customer: washing, buffing and final cleaning process

June 2007 to October 2010

Motor Vehicle Physical Damage Appraiser and Adjustor – Allstate Insurance Company, Farmington CT

In control of setting up appointments with customer and collision repair centers, writing estimates and supplement estimates for damage to vehicle for all types of losses. Communicate with customers and collision repair centers on how the claims process works and issue payment for loss. Determine if vehicle is a total loss, obtain values and communicate with customer on how the total loss claim will proceed and present values of vehicle to customers. When writing estimates determine proper repairs and parts to have vehicle repair to industry standards.

March 2005 to June 2007

Automotive Collision and Refinish Technician - Wagner Ford, Simsbury CT

Responsible for all aspects of collision repair to automobiles and light trucks. Including frame repair, sheet metal parts repair and replacement. Priming and preparing vehicles for the painting process and performing the paint process. Mechanical parts replacement and repair. Office responsibilities including writing estimates and supplement estimates. Meeting with insurance adjustors to review estimates and supplements estimates. Prepare vehicle for delivery to customer: washing, buffing and final cleaning process

Jeffrey Balavender

174 Canton Road Granby, CT 06035

(860)999-0297

Email: jbalavender73@gmail.com

July 2000 to March 2005

Automotive Collision and Refinish Technician – Prestige Body Werks, Canton CT

Accountable for all aspects of collision repair to automobiles and light trucks. Including frame repair, sheet metal parts repair and replacement. Priming and preparing vehicles for the painting process and performing the paint process. Mechanical parts replacement and repair. Prepare vehicle for delivery to customer: washing, buffing and final cleaning process

June 1994 to July 2000

Automotive Collision and Refinish Technician – Sheas Auto World, Torrington CT

In charge of all aspects of collision repair to automobiles and light trucks. Including frame repair, sheet metal parts repair and replacement. Priming and preparing vehicles for the painting process and performing the paint process. Mechanical parts replacement and repair. Prepare vehicle for delivery to customer: washing, buffing and final cleaning process

EDUCATION

June 1994

Associate of Science: Park Management, Northwest CT Community College

PPG industries: Certified master level automotive refinish technician

PPG industries: Certified distributor technical representative

PPG industries: Certified commercial refinish technician

Numerous classes in collision and distributor management, productivity and leadership