

FAİK ÖZ

Head of Estimation & Project Delivery at Vic Air Supplies | M.Sc. Mechanical Engineer (CFD)

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SUMMARY

M.Sc. Mechanical Engineer (CFD) with 10+ years of front-line HVAC delivery in Melbourne.

Head of Estimation & Project Manager at Vic Air Supplies: three direct reports, owning the commercial, procurement, and operations interfaces across Sales, Sheet Metal, Warehouse, and Finance.

Alongside that, I architect and operate the company's internal software stack: six production platforms plus a shared Microsoft Dynamics 365 Business Central client SDK underneath them. My work unifies project management and software architecture, and the combination matters: the software that runs an HVAC business (estimating, procurement, forecasting, workforce, finance, BI) fails or succeeds on the same operational details I see daily on the project delivery side. Building the stack in-house, with deep business context, has produced an edge that neither discipline could deliver alone.

What the stack has displaced: Power BI + Azure data-warehouse + ETL stack for live sales-ledger visibility; Forecasting-SaaS tier (Netstock/Slimstock category) for inventory and supplier planning; Workforce-management SaaS tier; External banker-grade financial modelling: the in-house three-way model is the analytical basis for ongoing NAB facility reviews.

Scope: \$20M+ disclosed project book; largest single project \$5.8M; standards experience across NCC/BCA, AS 1668, AS 4254.

EXPERIENCE

Vic Air Supplies Pty Ltd

Melbourne, VIC

Head of Estimation & Project Manager

05/2019 - Present

Dual role across estimation and end-to-end project delivery (3 reports, offsite Design Estimators), with concurrent digital-transformation leadership.

Engineering & Project Delivery

- Head of Residential & Commercial Estimation: leading the team, mentoring and facilitating Sheet Metal post-tender and pre-delivery
- HVAC Project Manager: technical design, validation, procurement and delivery through tender, award, pre-construction, implementation; NCC/BCA, AS 1668, AS 4254
- Design-engineering judgement on consultant tender documentation

Commercial & Operations

- Sales & account negotiation; customer de-escalation; relationships with key builders and developers
- Operations coordination with Sheet Metal; on-time delivery
- Procurement, vendor vetting, cost-estimation accuracy
- Warehouse and sales-ops support (quotes, SOs, POs, dispatch, invoicing); AR/credits liaison

Digital Transformation (concurrent)

- Designed, built, and ran six internal platforms, replacing spreadsheets, a Power BI + ETL stack, the forecasting and workforce SaaS tiers, and external financial modelling:
- Sales Analytics Dashboard: live sales-ledger view on Wiise/Business Central
- Item Demand & Procurement Forecasting Platform: BC-wired statistical forecasting
- HR & Workforce Portal: onboarding, time, leave-accrual ledger (Firebase Auth + Firestore)
- Calendar & Quoting Operating Surface: Outlook via Microsoft Graph + live quoting context
- Productivity & Performance Analytics: 9-view suite for continuous improvement and quarterly reporting
- Three-Way Financial Forecast: driver-based model; basis for ongoing NAB facility reviews

Authored bc-library, a JavaScript SDK that provides every tool with unified MSAL/OData v4 access to BC with runtime \$metadata schema discovery.

Projects:

700+ commercial ductwork estimation and supply packages delivered under my leadership across retail, health, education, industrial and civic sectors - spanning drawing take-off, estimation, quoting and revisioning through to sheet-metal production handover and site delivery coordination, for builders, mechanical contractors and facility owners across Victoria and interstate. Selected projects:

Retail & Quick-Service Rollouts

- KFC national store rollout program - 20+ stores,
- Costco - Ringwood, Epping & Moorabbin,
- Woolworths Cottesloe, NSW,
- Coles Dubbo, NSW,
- H&M Macarthur Square, NSW,
- Bunnings - Echuca & Pakenham,
- Foodworks Bacchus Marsh,
- Hunky Dory & Betty's Burgers stores.

Health, Aged Care & Quarantine

- Pullman & McCure quarantine facilities - hotel-quarantine conversion program,
- Frankston Hospital,
- Northern Private Hospital,
- Victorian Heart Hospital,
- Colac Area Health - isolation wards,
- Rupanyup Aged Care,
- Edenhope Aged Care,
- Respect Aged Care, Nhill.

Education

- Moama Grammar School, NSW,
- Beechworth Secondary College,
- Keysborough College - Banksia campus,
- Tenison Woods College - multi-stage works,
- Shepparton Christian College,
- St Paul's Anglican Grammar School,
- Firbank Girls' Grammar School,
- CTK Primary School, Newcomb.

Industrial & Manufacturing

- Baiada Poultry processing facility, Laverton,
- Mission Foods manufacturing plant,
- Bulla Dairy Foods,
- Wonder Pies production facility,
- Bunz Bakery production facility,
- Mobil control room facilities,
- Jemena electrical substations,
- Industrial estate developments - Bayswater, Epping, Heidelberg, Irymple & Truganina.

Civic, Community & Landmark

- Federation Square expansion, Melbourne,
- Her Majesty's Theatre & Festival Hall, Melbourne,
- Queenscliff Ferry Terminal,
- Mill Park & Ascot Vale Leisure Centres,
- Anytime Fitness Officer & Woodlea Gym,
- Moama Police Station, NSW.

Project Manager

08/2016 - 05/2019

Performed engineering calcs, specs and drawings for sizing HVAC and refrigeration systems, commissioned and tested them on site, coordinated with engineers and supervised structural, controls and plumbing services, and designed cost-saving mechanical work on industrial projects.

- Worked out what materials, trades, budgets and timelines each job needed.
- Put out tenders and picked vendors on price, quality and delivery.
- Kept the budget reports up to date, raised POs and tracked them through.
- Coordinated deliveries to site so projects could start on time.
- Stayed with each project through to completion, following the company policies.

Projects:

1. 177 Bridge Road, Richmond (HACER/EBA, \$1.3M),
2. 77 Queens Road, Melbourne (HICKORY/EBA, \$1.3M),
3. 1 Flemington Road, North Melbourne (HUTCHINSON BUILDERS/EBA, \$5.8M),
4. 2 Wests Road, Maribyrnong (BRADY CONSTRUCTION/EBA, \$1.7m),
5. 72 Wests Road, Maribyrnong (JMC, \$1.6m),
6. 416 Smith Street, Collingwood (ANGELO PROPERTY GROUP, \$916k),
7. 433 High Street, Northcote (VALEO, \$799k),
8. 7 Red Hill Terrace, Doncaster (BCENTRAL, \$769k),
9. 12 Garden Street, South Yarra (HACER/EBA, \$735k),
10. 9 Railway Place, Fairfield (ATELIER PROJECTS, \$718k),
11. 11 Mitchell Street, Doncaster (PACE CONSTRUCTIONS, \$683k),
12. 9 Blanch Street, Preston (FUTURE CAPITAL GROUP, \$589k),
13. 31 Frith Street, Brunswick (ABD, \$578k),
14. 1693 Malvern Road, Glen Iris (BALLANTYNE BUILDERS, \$548k),
15. 75 Palmerston Crescent, South Melbourne (BUILDCORP /EBA, \$540k),
16. 166 Williamsons Road, Doncaster (CANNY BUILDERS, \$492k),
17. 77 Wellington Street, Collingwood (PACE CONSTRUCTIONS, \$487k),
18. 18 Murphy Street, South Yarra (BARACON, \$487k),
19. 1 Wilks Street, Caulfield North (TRIO, \$375k),
20. 109 Wellington Street, Collingwood (MILIEU PROPERTY, \$315k),
21. 100 Cubitt Street, Cremorne (PROJECT GROUP/EBA, \$230k),
22. 124 Nicholson Street, Brunswick East (FOURSQUARE, \$136k),
23. 11 Mowbray Street, Hawthorn East (CREAMA GROUP, \$110k).

EDUCATION

Suleyman Demirel University

Master of Science, Mechanical Engineering (CFD)

Isparta, Türkiye

2013 - 2015

Suleyman Demirel University

Bachelor of Science, Mechanical Engineering

Isparta, Türkiye

2006 - 2012

Universidade do Minho

Bachelor of Science, Mechanical Engineering (Erasmus)

Guimarães, Portugal

2010 - 2010

Anadolu University

Bachelor of Business Administration

Eskişehir, Türkiye

2013

SKILLS

HVAC & Engineering: HVAC Project Delivery, Project Estimation, HVAC System Design, Mechanical Services, Mechanical Engineering, Tender Strategy, NCC/BCA, AS 1668, AS 4254, SolidWorks, AutoCAD

CFD & Simulation: Computational Fluid Dynamics (CFD), ANSYS, ANSYS CFX, ICEM CFD, Turbulence Modeling

Commercial, Operations & Leadership: Commercial Negotiation, Commercial Strategy, Operations Management, Operational Excellence, Margin Management, P&L Management, Strategic Sourcing, Cross-functional Team Leadership, Digital Transformation, Xero Accounting

Software Architecture & Integration: Software Architecture, Full-Stack Architecture, SDK Design, System Integration, Single-Tenant Architecture, Runtime Schema Discovery

Programming & Frameworks: JavaScript, Python (Programming Language), Node.js, Express.js, React.js, MongoDB, Chart.js

Microsoft, Cloud & DevOps: Microsoft Dynamics 365 Business Central, OData v4, Microsoft Graph API, MSAL/OAuth 2.0, Firebase, Cloud Firestore, Firestore Security Rules, GitHub Actions, GitHub Pages, Docker, JSON Web Token (JWT), Continuous Integration and Continuous Delivery (CI/CD)

AI: AI Strategy, AI-Driven Operations, AI-Driven Automation, AI-Assisted Software Development, Generative AI, Document AI, LLM Applications, Prompt Engineering, Anthropic Claude

Data, Analytics & Financial Modelling: Data Analytics, Business Intelligence (BI), Time Series Forecasting, Financial Modeling, Three-Way Financial Modelling, Scenario Analysis, Cash-Flow Modelling

PDF, OCR & Computer Vision: Optical Character Recognition (OCR), Tesseract.js, RapidOCR, Google Cloud Vision API, PyMuPDF, PDF-Parser, PDF.js, Shapely, NetworkX, Graph Algorithms, Computer Vision, Vision-Based Component Detection

LANGUAGES

English Native / Bilingual ●●●●●

Turkish Native / Bilingual ●●●●●

Spanish Limited Working ●●●○○

Portuguese Elementary ●●○○○

ADDENDUM: SOFTWARE PROJECTS

PDF-Driven HVAC Takeoff Automation | Applied R&D Programme

Three-generation research programme exploring three successive architectures for extracting duct geometry from mechanical drawings: vector-geometry traversal with OCR; drafter-assisted polyline interpretation; and annotation-driven extraction. A parallel line of work (DimensionX) explores pure vector measurement in the absence of OCR.

Business outcome: establishes the technical pathway to automated estimation workflows and a step-change in quoting throughput.

Python, PyMuPDF, RapidOCR, Shapely, NetworkX, Flask, Streamlit, PDF.js, graph algorithms

Sales Analytics Dashboard | Microsoft Dynamics 365 Business Central

Live executive view of the sales ledger, built directly on Business Central via OData v4. MSAL-secured, with runtime \$metadata schema discovery so the application is immune to vendor entity-name drift across Business Central upgrades. Single-tenant, free-tier deployment.

Business outcome: replaces the Power BI + Azure data-warehouse + ETL pipeline that would otherwise be required to give the leadership team a live read on sales performance.

JavaScript, MSAL OAuth 2.0, Business Central OData v4, Chart.js, XLSX.js, GitHub Pages

Item Demand & Procurement Forecasting Platform | Microsoft Dynamics 365 Business Central

Statistical forecasting engine wired live to Business Central. Inventory demand and supplier purchasing volumes are modelled directly from the same operational ledger finance reports run on, so purchasing decisions reconcile to a single source of truth.

Business outcome: replaces the subscription forecasting-SaaS category (Netstock/Slimstock tier) for inventory and supplier planning.

JavaScript, Business Central OData v4, time-series forecasting, Chart.js, date-fns, CSV ingestion

HR & Workforce Portal

Contractor onboarding, time capture, payroll self-service, and an auditable leave-accrual ledger with full transaction history. Firebase Authentication and Firestore Security Rules calibrated to organisational policy.

Business outcome: replaces the workforce-management SaaS tier the business otherwise would have subscribed to.

Firebase Authentication, Firestore, Firestore Security Rules, JavaScript, GitHub Pages

Calendar & Quoting Operating Surface

Office-wide view aggregating the team's Outlook calendars through Microsoft Graph and overlaying them with live quoting context. Single-tenant architecture refreshed on a scheduled cadence via GitHub Actions.

Business outcome: one operating view where team availability and commercial pipeline intersect, replacing the manual stitching across calendar tools and quote spreadsheets.

Microsoft Graph API, Microsoft Identity / MSAL, Firebase, GitHub Actions, JavaScript

Productivity & Performance Analytics

Nine-view analytics suite instrumenting team productivity, error taxonomy, and performance trends: the evidence base for continuous-improvement reviews and the quarterly business-reporting schedule.

Business outcome: makes operational performance legible at the resolution executives need but rarely receive.

JavaScript, Chart.js, Firestore

Three-Way Financial Forecast

Driver-based three-statement model (profit & loss, cash flow, balance sheet) used as the analytical basis for ongoing NAB facility reviews.

Business outcome: supports management decisions, scenario analysis, and banking discussions through a single in-house forecasting framework, removing dependence on external modelling.

Financial modelling, cash-flow & working-capital architecture, sensitivity & scenario design

bc-library | Business Central Client SDK

The integration spine beneath every internal application. A JavaScript SDK that gives the company's tools unified, MSAL-authenticated OData v4 access to Microsoft Dynamics 365 Business Central, with runtime \$metadata schema discovery so each downstream application resists vendor version drift across upgrades.

Business outcome: one integration layer underneath every platform: eliminates duplicated MSAL/OData code across applications and removes per-app maintenance from each Business Central release cycle.

JavaScript, MSAL, OData v4, runtime schema introspection, SDK architecture

HVAC Estimator Platform

Full-stack estimation platform combining PDF drawing takeoff, vision-based component detection, labour-hour calculation to Australian HVAC standards (NCC/BCA, AS 1668, AS 4254), quote revisioning, and Business Central interoperation.

Business outcome: targets quoting-cycle compression from hours to minutes, with consistency and traceability across revisions.

Node.js, Express.js, React.js, MongoDB, Tesseract.js, Google Cloud Vision API, PDF-Parse, JWT, Docker