

MARK MYERS

◆ 5114 Cheviot Road, Greensboro, NC 27455 ◆ 336.404.4464 ◆ mmyers005@gmail.com

PROFILE

Accomplished Professional with demonstrated expertise in the areas of estimating, purchasing, project and staff management within the residential, commercial, and land development construction sectors. Results-oriented with proven ability to simultaneously coordinate multiple projects and mixed building teams. Able to protect and enhance portfolio profitability. Adept at putting together individual profit-center plans.

- ◆ Design & Budget Development ◆ Value-Engineering ◆ Quantity Surveying ◆ Vendor Sourcing/Negotiation
- ◆ Field Operations ◆ Land Planning ◆ Procedural-Based Systems ◆ P & L Management

PROFESSIONAL EXPERIENCE

Chapman Mechanical, Inc. (Commercial/Institutional) ▪ Greenville, SC ▪ Project Manager 09/09 – 11/10

Directed \$ 4.2M in largely institutional contract backlog. Setup and operated branch office. Led and/or assisted competitive bid estimating. Faced extreme budget constraints and compressed schedule projects.

Achievements:

- Completed \$ 1.2M in time-sensitive, contract penalty mechanical work within stipulated 12 weeks, and within budget.
- Selected and produced over \$ 45M in competitive bid estimates during a 7-month period. Skilled in use of FastPipe & FastDuct estimating software for plumbing and mechanical trade projects.
- Sourced, recruited and allocate over 30 skilled tradesmen for multiple on-going projects.

THD – RSW Home Services (Multiple Stores) ▪ Greensboro, NC ▪ RSW Sales Consultant 05/09 – 08/09

Sold within a 6-county territory of the Triad region of NC, marketed sales of home-improvement products; such as exterior trim and siding, and replacement window/doors. Conducted in-home audit, evaluated product fit, assembled pricing and performed sales presentations.

Achievements:

- Graduate of THD – RSW Corporate Sales Program (1-Week Duration, Atlanta GA).
- Quick study and test qualified for competency in 12 major product lines, with full pricing, and demonstration samples.

Monterey Bay Homes, LLC ▪ Myrtle Beach, SC ▪ Minority Partner & General Manager 01/07 – 06/08

Led market research, due-diligence analysis, business plan development, and startup of new homebuilding venture in remote marketplace over an 8-month duration. Recruited staff for functional areas and lead participation in extensive Arthur Rutenberg franchise training program. Scouted, selected local building team, as well as directed all accounting and purchasing activities. Cultivated marketing and sales, along with public relations within marketplace.

Achievements:

- Acquired developed lots, performed product fit analysis, designed and commenced of construction for speculative and furnished model within 9-months of startup.
- Organized and led introduction and promoted new startup to local Realtor community.
- Supervised \$ 300K plus in direct and indirect overhead budget items.

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Wolfe Homes ▪ Greensboro, NC ▪ Progressive Positions of Promotion & Accountability	1990 – 2006
Senior Estimator & Special Project Manager	2001 – 2006

Led estimating function for pure custom homes and renovations ranging from \$ 400K to \$ 3M in contract value. Directed design-build development of 52-unit townhome project, including all design, product pricing, recruitment of building team and staff, as well as marketing and sales. Supervised small in-house 3-person residential plumbing company with sales of \$ 300K plus annually. Conducted product/price fit analysis and crafted speculative home designs.

Achievements:

- *Led cross-functional team in process-improvement effort aimed at enhanced customer service quality and satisfaction. Results included systematic product quality, seamless functional communication, and reduced cycle times.*
- *Full autonomy for specialty niche markets, land planning, design-build activities, and community builder programs.*
- *Planned, coordinated, and supervised multi-media team in creation and launch of 1st edition corporate website.*

General Manager – Communities Division	1997 – 2000
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Managed all sales, design and estimating activities, as well as field operations for three (3) separate single-family communities. Oversaw annual business plan (approx. 15-17 closings per year), overhead budget of \$ 140K annually, production and quality, and a 5-person staff.

Achievements:

- *Led organizational effort in putting together a comprehensive and custom Homeowner warranty service program, resulting in improved customer service satisfaction and progressively lowered warranty costs against budget estimates. Results yielded a 12-15% drop per annum over a tracked 3-year period.*
- *Crafted a prototypical construction schedule report, job cost variance program, and a client selections program; which through integration yielded seamless customer service and enhanced customer satisfaction. Superb link between customer satisfaction, their referrals, and premier image.*
- *Created new division focused on value-specific and/or specialty niche homes. Designed and implemented business plan and policies, recruited office and field staff.*

Estimator (Remodel, New Homes, Light Commercial)	1990 – 1996
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Self-performed budget and detailed estimates; historical cost analysis; and sales proposals. Lead and/or assisted in client presentations and product/price value-engineering activities. Directed design development for clients through sourcing of both local and remote design professionals.

Achievements:

- *Performed conversion from manual to computerized estimating and digitized takeoff methods. Created custom reports on demand.*
- *Created and maintained a customized pricing database for all three (3) targeted building industry sectors.*
- *Designed a formalized job cost program, as well as standards for design documents; which yielded systematic improvement in quality and consistency for building practices, along with lower hard costs.*

EDUCATION, CERTIFICATIONS, AWARDS & AFFILIATIONS

Bachelor of Science in Construction ▪ College of Engineering ▪ Bradley University, Peoria, IL

Builder License Qualifier (Commercial) ▪ North & South Carolina

Timberline Precision Extended ▪ **Timberline Project Manage** ▪ **MS Office** ▪ **FastPipe/FastDuct**

NAHB & CAGC Members ▪ **LEEDS Builder 200** ▪ **Environments for Living** ▪ **NAHB Green**