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VICE PRESIDENT: CONSTRUCTION

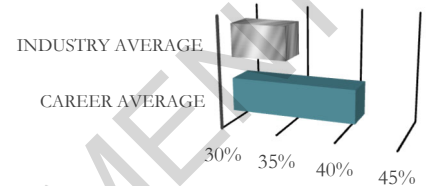
DIRECTS MULTIMILLION-DOLLAR COMMERCIAL CONSTRUCTION PROJECTS

A **Construction Executive** with a career history directing the phasing, planning, and sequencing of multimillion-dollar capital construction projects. Exceeds quality parameters while ensuring full compliance with building codes, laws, client specifications, and safety parameters, fostering positive working environments, controlling project risks, and maximizing financial ROI throughout shifting economic climates.

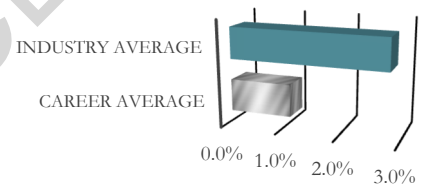
KEY STRENGTHS

Executive Leadership | Construction Management | Project Engineering
Kaizen | Six Sigma | Material/Demand Planning | EPA Regulations
Project Planning & Sequencing | Safety/OSHA | Building Codes | Lean
Training | Vendor Management | Procurement | Process Improvement
Budget Administration | Quality Assurance/Quality Control (QA/QC)
Risk Mitigation | Scheduling | Bidding | RFP/RFQ | Forecasting

PROJECT ROI



OSHA RECORDABLE INCIDENTS



PROFESSIONAL EXPERIENCE

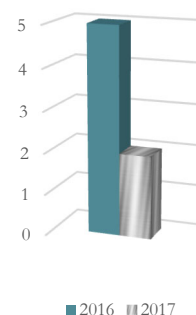
VICE PRESIDENT (VP) OF CONSTRUCTION OPERATIONS RAINES CONSTRUCTION: Seattle, WA

11/2016 – Present

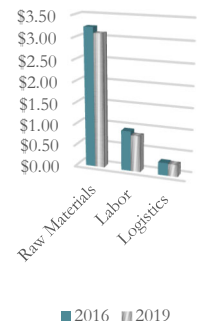
Directed the strategic planning, engineering, execution, and management of construction project lifecycles (*project planning, resource forecasting, talent management, vendor oversight, budgeting/P&L, quality, safety, training, scheduling, RFP/RFQ, sales, and risk control*) to drive top and bottom-line growth with the multibillion-dollar organization while ensuring full compliance with quality standards, internal controls, client specifications, and building codes.

- **Soared Net Profits by 138.9%**, from \$412MM to \$984MM (2016 – 2019).
- **Increased Gross Sales Revenues by 71.4%**, from \$2.1B to \$3.6B (2016 – 2019) through successful bid responses, sales, and negotiation. *Projects:*
 - ✓ \$15.8MM Dairy Processing Plant.
 - ✓ \$13.1MM Valve Manufacturing Facility.
 - ✓ \$9.1MM Retail Center.
 - ✓ \$7.8MM Five-Star Restaurant.
- **Negotiated Bulk Buying with Vendors/Suppliers to Reduce Annual Spend Across Multiple Categories**, overcoming ballooning costs and economic shifts.
 - ✓ 4% Reduction in Raw Materials Costs, from \$324MM (2016) to \$311MM (2019).
 - ✓ 9.5% Reduction in Labor Costs, from \$936K (2016) to \$847K (2019).
 - ✓ 5.1% Reduction in Transportation/Logistics Service Costs, from \$294K (2016) to \$279K (2019).
- **Reduced Client Response Time by 60%**, from five to two hours, within 15 months through a revamp of the client service training program.
- **Achieved and Maintained Zero OSHA Recordable Incidents Throughout the Entire Tenure with the Organization.**

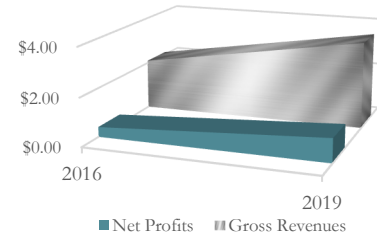
CLIENT RESPONSE TIMES (HOURS)



EXPENSES IN BILLIONS



GROSS REVENUES/NET PROFITS (BILLIONS) 2016 - 2019

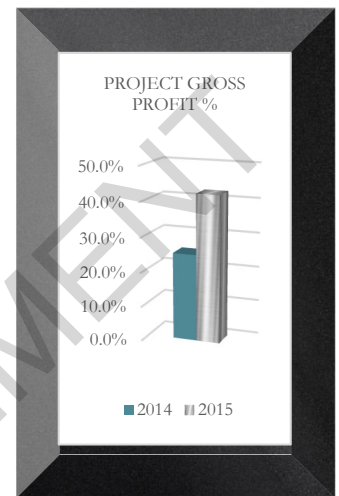


DIRECTOR OF SALES AND BUSINESS OPERATIONSYELLER REFURBISHMENT, RENOVATIONS, AND RESTORATION: Seattle, WA

1/2014 – 10/2016

Managed business operations and projects to grow a multimillion-dollar renovation and restoration construction organization while building, managing, and empowering a diversified team of construction, accounting, technical, sales, and administrative professionals throughout a multistate region.

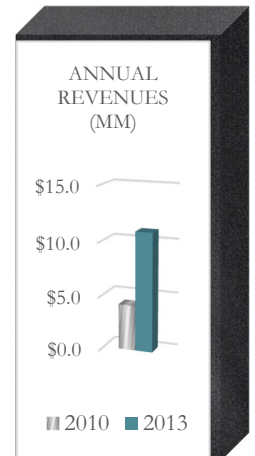
- **Improved Average Project Profit Percentages from 25.1% to 42.4%** through vendor negotiations, bulk buying, shrinkage reduction plans, and staff/contractor scheduling enhancements.
- **Surged Customer Satisfaction Scores from 79% to 97.6%.**
- **Drove Annual Sales Growth by 48%** through targeted and focused-based marketing campaigns that competitively positioned the organization's advantages against competitors.
- **Designed and Deployed Process Automation, Technical Solutions, and Standard Operating Procedures (SOPs)** that captured double-digital time and cost savings.
 - ✓ Steered an Organization-Wide Procore Software Implementation and Integration with the Procore software system, ultimately saving 28% in the project planning process.
 - ✓ Consolidated Vendor/Supplier Lists, reducing material/equipment procurement costs by 10.5%.
 - ✓ Deployed a Proprietary Automated Estimation Tool that delivered 98.2% quote and forecasting accuracy rates, ultimately driving bottom-line financial returns.
- **Slashed Employee Attrition Rates by 8.3%** with the launch of the peer-to-peer mentoring program that empowered and inspired teams to cross-train in new areas, allowing each one to accelerate their professional growth.
- **Decreased Quote-to-Booking Times from Five Days to Two Days** by eliminating redundancies and implementing audit checks.
- **Led the Organization to Achieve the Chamber of Commerce Platinum Award and Multiple Awards of Excellence.**

**DISTRICT SALES MANAGER**EXPRESS RESTORATION SERVICES: Portland, OR

9/2010 – 12/2013

Expanded the market share/sales footprint of the \$21MM fire and water industrial restoration company by promoting the sales of services to a targeted base of both SMB and Fortune 100/Fortune 500 organizations throughout the northeast.

- **Grew Sales Revenues by 161.9%**, from \$4.2MM to \$11MM, in 36 months (2010 – 2013) by building trusting partnerships with clients, formulating customized solutions to meet their unique business needs, capitalizing on cross-selling/upselling opportunities, and effectively balancing new and established accounts.
- **Won, Retained, and Expanded Business with Premier Organizations** by cold/warm calling, networking, providing world-class customer service, preparing bid responses, delivering compelling marketing presentations/value propositions, and orchestrating client entertainment activities. *Clients Included*
 - ✓ \$14.8B Merchandising Services Organization.
 - ✓ World's Largest E-commerce Organization.
 - ✓ \$2B Independent Food and Beverage Manufacturer.
- **Steered a Complete Overhaul of the Bid/RFP Presentation Process** to reduce turnaround times, ultimately winning against competitors and successfully securing millions of dollars in new contracts.

**SALES EXECUTIVE**JUNG PLATINUM RENOVATIONS: San Francisco, CA

7/2007 – 8/2010

Exceeded ambitious sales revenue benchmarks by promoting the construction renovation organization as the provider of choice for the Pacific Northwest market while concurrently delivering expertise in the development of strategic marketing and advertising campaigns.

- **Consistently Achieved 125%+ Annual Sales Growth Each Year Employed.**

EDUCATION**MASTER OF BUSINESS ADMINISTRATION (MBA)**: WASHINGTON STATE UNIVERSITY**BACHELOR OF BUSINESS ADMINISTRATION (BBA), MANAGEMENT**: UNIVERSITY OF PORTLAND