DAVID SAMPLE

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RETAIL CONSTRUCTION PROJECT MANAGER

Experienced construction project manager skilled in working with architects, general contractors, and large teams of 300+ to build, inspect, and authorize large, retail warehouses and smaller, fast-casual dining venues. Have overseen dozens of new builds and remodels with operating budgets from $500k to $4.5M+. Strong team builder and leader with 15+ year history of boosting profitability for small-to-large retail operations. Mild business conversancy in Spanish. Recent arrival to the Phoenix, AZ, area. Skill strengths include:

Project Management ▪ Construction Owner's Representation ▪ Budget Management ▪ Contract Negotiation ▪ Risk Assessments
Financial Bookkeeping ▪ Interpreting Blueprints ▪ Collaborating with Architectural Teams ▪ Visual Merchandising (Planograms)
Safety/OSHA Compliance ▪ Talent Acquisition ▪ Facilities Planning ▪ Compliance with Government Regulations ▪ Revenue Growth

EXPERIENCE

COMPANY | ***Founding Vice President – Construction & Finance,*** Phoenix, AZ 12/2018–Present
Managed ground-up and remodel construction projects for 16, fast-serve restaurants in 3 years between California and Washington. Oversees all construction, architecture/design team interfacing, work with general contractors, and securing building permits.

- **Completed all projects 100% on time and 100% on or under budget** often directing 2-3 builds concurrently.
- **Influenced decision to acquire new software solution** centralizing all 3rd-party delivery vendors including Door Dash and Uber Eats.
- **Constructed administration policies** covering payroll, insurance, health care, tax/financial accounting relationships.
- **Led team of direct reports and $4.5M operating and capital investment budget** to strategize and complete construction projects.

COMPANY | ***General Manager – In Training,*** Phoenix, AZ 2/2012–12/2018
Selected for highly competitive management pipeline, often acting as interim store manager during leadership absences.

- **Led teams of 20 managers and 300 hourly employees** to produce over $200M per year in sales with over 4500 SKUs.
- **Scrutinized financial data** to fine-tune operations across all business departments including food court, pharmacy, and tire center.
- **Reduced shrink beyond goal** and improved inventory position through effective asset protection management.
- **Transformed operations into industry-leading, #1 top-performing center of excellence** and grew revenues from $179M to $200M.

COMPANY | San Diego, CA 2/2003–1/2012
District Operations Manager – Customer Services, San Diego, CA (6/2006–1/2012)
Drove sales results and held accountability for operations and accounting across 10 locations in the San Diego market.

- **Ranked #1 globally and often top 20% worldwide** on key metrics for in-home and in-store performance areas.
- **Boosted customer retention** by hitting 100% of enrollment targets in Reward Zone, store financing programs, and gift card sales.

General Manager, Mission Valley, San Diego, CA (2/2003–6/2006)
Directed site leadership team with 200+ employees ensuring accurate execution of store processes and strategies.

- **Oversaw 40+ store remodel projects** following corporate store footprint updates. Completed overnight to ensure no revenue loss.
- **Analyzed sales and forecasted sales volumes** to maximize profits with highly accurate projections.
- **Surged store to #1 on West Coast and # 3 companywide** generating over $90M with 15% net operating profit.

COMPANY | ***Director of Operations,*** San Diego, CA 4/1999–1/2003
Led all internal store construction projects in alignment with approved facility footprints for 100% on-time grand openings and store remodels across 8 locations in Los Angeles and San Diego.

- **Managed 2 new club construction projects** including fixturing, staffing, marketing, community messaging, media events, and P&L.
- **Closed gap with company standards and key metrics** by traveling to various sites, providing 1:1 manager evaluations and coaching.

ADDITIONAL EXPERIENCE INCLUDES
Director of Operations & Private Label Director – Company Name, San Diego, CA
Import / Export Consultant – Company, Ltd., San Diego, CA

- **Developed contracts and business plans** for international business operation, financial management, and production planning.

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Bush Career Management Property