

MATT GRAHAM

Arizona
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CONSTRUCTION MANAGER

26 years of successfully building relationships by delivering quality, on time projects for clients in retail, restaurant, commercial and multi-family

Professional, detailed and reliable, with a proven ability to manage a department of highly skilled project managers, field and office staff. Proficient in building budgets, construction schedules, value engineering, team building and incentivizing. Strong, effective communicator known for building long-term partnerships with clients, architects, subcontractors and vendors.

Highlights of expertise:

- Construction Management
 - Business Development
 - Contract Negotiation
 - Permitting
 - Estimating & Bid Preparation
 - Project Planning & Scheduling
 - Budgeting & Expense Control
 - Team Building
 - Client Communications
 - Safety Compliance
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PROFESSIONAL EXPERIENCE

THE HERTZ CORPORATION - ESTERO, FL

Regional Construction Manager

4/2019 – Present

Primary duties consist of creating budgets, procurement of funding, vendor and contractor selection, contract negotiation as well as the overall management of the project. Projects ranged from small off airport location and Hertz car sales sites to large scale international airport ConRac projects with single budgets exceeding \$30mm. My territory included the West coast, Alaska and Hawaii. Travel consisted of weekly to attend meetings with Airport directors, perform site inspections and collaborate with our real estate and design teams.

Key Contributions:

- Took over several challenging reallocation projects, negotiating new terms with the Contractors, brought in additional supervision, value engineered both products and services, ultimately saving on overall project cost and time.
 - Brought in new General Contractors, vendors and Architects; lowering project costs, minimizing change orders and shortening design and build times.
 - Designed a project tracking sheet that is now used by Hertz Corporate Construction and Operations teams.
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WENDY'S INTERNATIONAL - DUBLIN, OHIO

Regional Construction Manager

1/2018 - 4/2019

Manage all new/remodel projects for our Franchisees and their Operators. Collaborate with Corporate design team on value engineering, material alternates and flow improvements. Create preliminary budgets, construction schedules, interview new GC's and sub-contractors, review and approve site plans, equipment layouts and floor plans. Work closely with our Real estate team on lease details, meetings with developers regarding site specific requirements, permitting and inspections, ensuring all aspects of development and Franchisee build-outs meet the anticipated budget, schedule and Corporate standards.

Key Contributions:

- Lowered overall projects costs and improved on project completions and turn over.
 - Increased the use of FDP (Franchise Development Program) vs non-FDP, bringing in additional revenue to Wendy's West Division budget.
 - Spearheaded the standardization of GC and Vendor Bid documents, inspection/turn over check lists, punch lists and construction schedules.
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KDC CONSTRUCTION - TEMPE, ARIZONA

Construction Manager

2/2014 -11/2017

Duties consist of managing the daily operations, project budget approval, change order and contract oversight, business development, management of department budgets, department profitability reporting, employee reviews, department meetings and corporate reporting. Oversee a team of project managers, superintendents, office and warehouse staff, review project budgets, schedules, manpower and contracts as well as meeting with new clients, architects, developers.

Key Contributions:

- Streamlined construction teams thru accountability, incentives and hiring practices.
- Increased profits by controlling manpower, introducing efficiencies and demanding on-time project turn overs.
- Built a new client base while strengthening existing relationships through clear communication and reliability in delivering high quality projects.
- Encouraged self performance, personal accountability while building a culture of "Ownership".

Client List:

- AutoZone, Jack in the Box, Starbucks, Panera Bread, Habit Burger, Jamba Juice, Petco, Hobby Lobby, LA Fitness, Knockout Fitness, Burlington Coat Factory, Evergreen Development, Red Development, Vestar among many others.
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SAFECO INDUSTRIES, INC. - CHANDLER, ARIZONA

President

9/2008 - 1/2014

Manufactured and distributed a line of innovative traffic safety equipment. Head of design, tooling, national and international sales, manufacturing, quality control and distribution. Traveled to China several times per year for production meetings and quality inspections, manufacturing contract negotiations and distribution requirements.

Key Contributions:

- Designed and engineered an award winning traffic control safety product.
- Secured its approval for use in all 50 states. Negotiated distribution in the US, Canada, Mexico, Chile and Ireland.

VISION INVESTMENTS, LLC - TACOMA, WASHINGTON

Director of Project Development,

1/2008 - 7/2012

Head of the acquisition, design and development of retail, multi-family and commercial investment property. This included 150-unit apartment project, 4 commercial shell buildings, 49 lot residential land development and 2 office renovations.

Key Contributions:

- Due diligence reporting, budgeting, bank negotiations, property acquisitions and construction management. Personally managed over \$49mm dollars in investment projects.
- Managed Contractors, material purchases, secured permits, value engineering and profitability.
- Developed long-standing relationships with investors, owners and tenants through clear communication and quality, on-time performance.

SPYGLASS CONSULTING GROUP, LLC - GIG HARBOR, WASHINGTON

Sr. Consulting Manager,

6/1999 - 7/2008

Managed the construction of commercial, retail and multi-family projects, leading teams sub-contractors and vendors to meet project timelines and quality targets. Facilitated communications between owners, investors, sub-contractors, vendors and regulatory agencies. Secured bids, generated budgets and construction schedules, negotiated contracts and produced progress reports for each client.

Key Contributions:

- Provided impartial mediation between owners, architects, sub-contractors and regulatory agencies.
- Managed contracts, change orders, bank draws, distribution and closeouts to ensure fairness and profitability for owners and investors.

CREATIVE DEVELOPMENT INC. - GIG HARBOR, WASHINGTON

Owner,

2/1994 - 10/2000

Site work, land development, underground utilities. Oversee day-to-day operations, new client relations, budgeting, equipment and material purchasing, land acquisitions, design and development, permitting. Residential plat development and commercial site work.

Key Contributions:

- Grew the business from a 2 man operation to over 20 employees and 11 million in gross revenue.
- Built strong relationships with multiple builders, development ownership groups and commercial builders by providing quality work and on time performance.

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