

WARREN ZYSMAN

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Proven leader with a robust background in managing extensive construction projects, strategically optimizing operations and championing excellence in multi-state project portfolios.

Accomplished and strategic leader with a rich background in directing large-scale, multi-state construction projects. Expert in orchestrating diverse, high-stakes project portfolios, ensuring rapid execution without compromising on quality. Distinguished for driving seamless collaboration among architects, project managers, and construction teams. Proven track record of aligning project goals with overarching corporate strategies, effectively liaising with C-suite executives, board members, and key stakeholders. Notable for adept problem-solving and delivering cost-efficient, superior-quality results. Committed to spearheading progressive improvements in communication, operational processes, and strategic planning, championing organizational advancement. Excel in harnessing opportunities to optimize resources and achieve unparalleled outcomes in complex construction environments.

CORE COMPETENCIES

- Strategic Planning
 - Financial Analysis
 - Design and Construction Project Management
 - Operations
 - Staff Management
 - Customer Relationship Management
 - Cost Control
 - Contract Administration
 - OSHA Compliance
 - Subcontractor Management
 - Bid Process Management
 - Problem-Solving
 - Communication and Interpersonal Skills
 - Business Development
 - Real Estate
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PROFESSIONAL EXPERIENCE

THE HALAL GUYS, INC., QUEENS, NY, NOVEMBER 2021 TO PRESENT

DIRECTOR OF REAL ESTATE AND CONSTRUCTION

- Directed the full range of real estate and construction initiatives, including New Developments, Resales, Remodels, and Franchise Renewals. Innovated real estate expansion strategies and developed data-driven plans, aligning with corporate vision and profit objectives.
- Managed and optimized construction budgets over \$250,000 and fine-tuned franchisee investments between \$800,000 and \$900,000.
- Mentored and trained team members in construction methodologies, focusing on proactive issue detection and resolution.

Hospitality Construction:

- Enhanced the review process for new corporate and franchise locations, boosting operational efficiency.
- Performed detailed site selection evaluations, ensuring adherence to corporate standards.
- Worked closely with franchisees, providing guidance on design and site requirements to ensure brand uniformity and compliance.
- Conducted in-depth research to identify new tools for site evaluation and analysis.
- Ensured consistent and effective cross-departmental communication, keeping teams updated on project developments and milestones.

Senior Management: Productivity, Profitability, and Strategic Planning:

- Played a pivotal role in founding and growing the Real Estate & Construction Department.
- Transformed productivity and profitability by implementing advanced tracking systems, reorganizing information flow, and strategically hiring for key positions.
- Cultivated strong franchisee relationships by establishing and enforcing comprehensive SOPs for site submissions and documentation.
- Expedited the approval, design, and construction stages, greatly enhancing profitability and operational efficiency.
- Slashed construction timeframes from 4-6 months to 8-10 weeks through effective stakeholder education and process optimization.
- Instituted a comprehensive Master Service Agreement to ensure supplier reliability in terms of inventory and pricing.
- Led the initiative for a store refresh program for locations older than five years, focusing on maintaining brand engagement and relevance.

MELI PLUMBING, HACKENSACK, NJ, MAY 2020 TO MAY 2021

DIRECTOR OF OPERATIONS | SENIOR PROJECT MANAGER

- Led the strategic direction and operational management at Meli Plumbing, prioritizing the enhancement of organizational efficiency and profit maximization.
- Masterminded the smooth transition to Sage for both Accounting and Project Management systems, managing the entire process from strategic inception to effective implementation.
- Adopted a proactive role in deploying advanced software integrations, yielding significant enhancements in operational processes and financial management.
- Instrumental in redefining and upgrading operational strategies, resulting in significant gains in efficiency, cost savings, and revenue expansion.
- Crafted and implemented strategic business plans to drive growth, enhance operational efficiency, and strengthen market position.
- Conducted comprehensive analyses of industry trends and client demands, guiding the company toward profitable and enduring ventures.
- Launched initiatives for process optimization to improve service quality, minimize waste, and streamline company operations.
- Advocated for and integrated lean management methodologies to refine operational processes and workflows.
- Provided leadership and direction to a high-caliber team, nurturing a culture focused on excellence and ongoing professional development.
- Rolled out targeted training programs to augment employee skill sets and support career advancement, in line with company goals.
- Managed financial operations, encompassing planning, budgeting, and controlled spending, to uphold fiscal integrity and enhance profitability.
- Enforced stringent cost-control practices to sustain the company's financial well-being and operational effectiveness.
- Fostered enduring, positive relationships with key clientele, achieving high satisfaction levels and securing repeat engagements.
- Actively sought and capitalized on new business prospects, broadening the company's reach and diversifying its client portfolio.

ALL-RITE CONSTRUCTION, GARFIELD, NJ, OCTOBER 1998 TO JANUARY 2020

PRESIDENT

- Led a dynamic team of 25 professionals, including Project Managers, Superintendents, and various operational staff, while efficiently coordinating with a network of subcontractors and estimators.
- Skillfully directed staff development, management, and project scheduling, achieving the creation of over 300 proposals annually.
- Served as the key contact for all external business relations, managing material procurement for diverse projects.

Hospitality Construction Achievements:

- Spearheaded the construction of major hospitality projects, including 20 Chuck E. Cheese stores, 25 Panda Express stores, 15 Taco Bell stores, and a Mrs. Fields Cookies store, significantly boosting the company's presence in the hospitality sector.
- Grew the company's annual revenue from its inception to an impressive \$17 million by leveraging strategic networking within professional circles.

Project Management Excellence:

- Seamlessly managed multiple, simultaneous construction projects across the East Coast and Mid-West, ensuring efficient progression and successful completion.
- Implemented cost-saving strategies, resulting in a 10% reduction in expenses while simultaneously increasing profitability.

Subcontractor Management and Coordination:

- Developed and executed a comprehensive subcontractor agreement and a 2-year master contract, collaborating with legal and insurance professionals.
- Oversaw a master scheduling system for subcontractors, guaranteeing on-time completion of projects.

Safety and Compliance Leadership:

- Appointed an in-house OSHA 500 Safety Manager, significantly improving safety compliance and reducing insurance costs.
- Achieved a 10% reduction in General Liability and Workers' Compensation expenses by thoroughly auditing subcontractor costs and employee classifications.

EDUCATION AND CREDENTIALS

BACHELOR OF ENGINEERING TECHNOLOGY (BET), 1986
Northeastern University, Boston, MA

PROFESSIONAL AFFILIATIONS

- *Business Network International (BNI)*
 - *Store Planning, Equipment, Construction and Facilities Service Seminar (SPECS)*
 - *Retail Contractors Association (RCA)*
 - *Professional Retail Store Maintenance Association (PRISM)*
 - *International Council of Shopping Centers (ICSC)*
 - *X/SPECS'S*
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VOLUNTEERISM

- *Advisory Board member for SPECS*
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ADDITIONAL INFORMATION

Technical Proficiencies: Windows, Mac OS, Microsoft Exchange, Active Directory, Microsoft Office Suite, Microsoft Project, Visio, Access, servers, routers, wireless LAN, QuickBooks, Timberline, Sage, Procure, Kalibrate, Piinpoint.

Interests: skiing, golfing, fishing, gardening, photography, literature, hiking