

ROBERT W. TAYLOR

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- OBJECTIVE** An opportunity capitalizing on over two decades of outstanding success in the construction industry, with a proven record of bottom-line achievement in:
- Project planning & management
 - Project estimating & bidding
 - Streamlining/automating processes to enhance productivity and profitability
 - All phases of commercial, residential and multi-family construction projects
 - Client relationship management

CONSTRUCTION BACKGROUND

AADVANCED INSPECTIONS, INC. - Plano, Texas

2/97 - Present

General Manager / Inspector

- Grew AAdvanced to an operation with six-figure revenues in the D/FW area.
- Implemented an aggressive marketing program which included periodic educational seminars to realtor groups of up to 40 as well as flyers, mail-outs, website.
- Pioneered automated inspection reporting in the D/FW market; developed a menu-oriented template mirroring the state form, combining the inspection process with report generation, thus enabling instantaneous delivery of final report to client on the job.

PLANO HOME INSPECTION, INC. - COLLIN COUNTY

1/94 – 2/97

Inspector Apprentice / Inspector

Plano Home Inspections, Inc. while earning a Texas inspection license #3619 and structural pest control license.

RICHARD F. CRAWFORD COMPANY, INC. - Costa Mesa, California

2/89 - 12/93

Partner/Manager

Recruited by the president of this Orange County-area high-end custom home construction firm. Played a key role in dramatic increase in both job estimating accuracy and profitability.

- Managed multiple construction of projects, ranging from \$300,000 to \$2M, from estimations through final punch-out, to on-time and on-budget completion.
- Significantly improved planning/efficiency and profitability through automating and streamlining processes; for example, developed automated Excel spreadsheets, (featured in *Computer Aided Design Magazine* and the *Macintosh Construction Forum*) generating finished project bid summary, worksheets for job and accounting, profit projections and client summary. Result: significantly increased job estimating accuracy and profitability.
- In house I designed the bid room, checked plans in/out for subcontractors, compiled and organized all bids, analyzed bids and wrote all subcontract agreements, estimated many facets of the projects usually while bidding three to five million dollar projects simultaneously.

ROGER PETER PORTER DEVELOPMENT, INC. - Long Beach, California

3/87 - 10/88

Project Manager / V.P. Operations

Charged with optimizing planning, P&L control and new business development for a firm that operates in architecture, construction and development.

- Developed, implemented and administered a pioneering project management application which improved cost control and reporting, subcontractor performance and cash flow analysis.

ROGER PETER PORTER DEVELOPMENT - *continued*

- Managed numerous projects ranging up to \$2.5 million each, from contract negotiation phase forward, to on-time and profitable completion, for clients from Shell Oil and Big 5 Sporting Goods (a west coast chain) to four-story apartment projects.
- Authored the company's first operations manuals on such subjects as project supervision, job scheduling/tracking, and safety. Posted Gantt charts at all jobsite offices to aid job superintendents to organize, control and fast track construction progress.
- In house I designed the bid room, checked plans in/out for subcontractors, compiled and organized all bids, analyzed bids and wrote all subcontract agreements, created computer generated Gantt charts detailing daily work and job flow.

Bottom line: Increased net profitability by 48% while leading new business development efforts to winning 40% of all projects bid on.

BYCOR CONSTRUCTION CO. - San Diego, California

2/85 - 2/87

New Business Development Manager/Project Manager

Recruited by V.P. Operations to spearhead an aggressive new business development program for this commercial contractor specializing in retail tenant improvement projects.

- Developed and implemented a successful marketing program focusing on cold-calls and re-contacting clients to build trust, as well as quality marketing literature and the establishment of a comprehensive marketing database/calendar.
- Managed ten employees and numerous subcontractors on projects for clients such as Home Depot and Orange County's La Mancha Shopping Centers.

TAYLOR CONSTRUCTION - Pasadena/San Diego, California

1/80 - 1/85

General Manager

Founded a residential construction business specializing in custom home renovations and remodeling ranging up to \$700,000.

- Due to quality work and the ability to meet deadlines, I was hired on a contract basis by residential developers in the Southern California area, including Coastal Developers and The Wyer Corporation

PREVIOUS: Three years as a framing contractor and superintendent in the Los Angeles area.

LICENSURE

- General Contractors License 394623, State of California.
- Real Estate Inspector Professional License 3619, State of Texas.
- Structural Pest Control License 37637 T, State of Texas.
- HUD Fee Inspector License A387

EDUCATION & PROFESSIONAL DEVELOPMENT

- Courses in Construction Finance, Construction Operations and Multiple-Unit Development, University of California/Irvine.
- Construction Applications Seminars, The Design Build Institute and Apple Computer.
- Numerous software courses via Collin County Community College.
- Advanced Excel, File Maker, Adobe Illustrator, Advanced PageMaker, Windows, etc. via New Horizons Learning Center and others.
- Courses in computer aided CPM critical path methodology, via Micro Planner Corp. San Francisco.