

Josh Smith

Wellington, CO | 703-826-3756 | tjcreative911@gmail.com

Summary

Highly experienced and dedicated construction professional with over 30 years of hands-on expertise in residential custom home building, remodels, and storm restoration. Proven track record in carpentry, project management, and sales, complemented by entrepreneurial success in retail and recent coursework in AI-driven digital marketing, web design, and business development. Also a published poet, songwriter, and performer of stand-up comedy, and an owner/operator of a fabrication company, bringing a unique blend of creativity and discipline. Recently relocated to Wellington, CO, seeking to leverage a strong work ethic and comprehensive industry understanding in a challenging Project Management or leadership role.

Experience

Owner/Operator | TJ Creative Concepts | Broad Run, VA | 2023 – Present

- Established and operated a fabrication company, bringing creative ideas (both internal and client-driven) to conception using a variety of materials.
- Oversee all aspects of business operations, from concept development and material sourcing to fabrication and client delivery.
- Focus on delivering unique, high-quality custom solutions for diverse projects.

Owner/Operator | JS Handyman Services | Fairfax, VA | 2020 – Present

- Successfully established and managed a handyman business, serving clients with a diverse range of residential repair and improvement services.
- Managed client relationships, scheduling, material procurement, and project execution.
- Focused on delivering high-quality craftsmanship and customer satisfaction in a less high-stress environment.

Sales and Project Manager - Storm Restoration | Modern Remodeling | Manassas, VA | 2018 – 2020

- Specialized in storm restoration projects, managing sales and project execution for properties damaged by hail, wind, and wind-blown debris.
- Conducted assessments, estimated damages, and presented solutions to clients.
- Coordinated and supervised restoration crews, ensuring timely and high-quality repairs.

- Managed client communication and insurance claims processes.

Owner/Operator | Red Chapter Clothing | San Diego, CA & East Coast | 2010 – 2014

- Co-founded and operated Red Chapter Clothing, establishing the first store in San Diego, CA.
- Expanded operations to the East Coast, strategically leveraging MMA fighting sponsorships and promotions to boost brand visibility and sales.
- Managed all aspects of business operations, including product sourcing, inventory, marketing, sales, and financial performance.
- Successfully navigated challenges related to travel and distributor relationships, ultimately leading to a profitable sale of the company.

Advantage Builders Inc. | Fairfax, VA | 1992 – 2018

- **Project Manager / Sales** | 2005 – 2018
 - Oversaw all phases of custom home building and remodeling projects, ensuring adherence to blueprints, budgets, and timelines.
 - Managed teams of skilled tradespeople, subcontractors, and suppliers.
 - Developed and maintained strong client relationships, from initial consultation and sales to final walk through.
 - Responsible for estimating, bidding, and negotiating contracts for high-end residential projects.
- **Carpenter** | 1992 – 2005
 - Performed all aspects of rough and finish carpentry, including framing, trim work, cabinetry installation, and structural components.
 - Interpreted blueprints and ensured precise execution of designs.
 - Mentored apprentices and maintained a safe and organized work environment.

Skills

- **Construction Management:** Project Planning, Budgeting, Scheduling, Site Supervision, Quality Control, Subcontractor Management, Blueprint Reading, Storm Restoration Management
- **Exterior Materials Expertise:** Certified in all Exterior Residential Materials, Installation of Exterior Materials (Roofing, Siding, Windows, etc.)
- **Carpentry:** Rough Carpentry, Finish Carpentry, Framing, Trim Installation, Cabinetry, Decking, Roofing
- **Sales & Client Relations:** Client Consultation, Estimating, Bidding, Contract Negotiation, Customer Service, Relationship Building, Insurance Claims Assistance

- **Business Operations:** Small Business Management, Retail Operations, Marketing & Promotion (MMA Sponsorships), Inventory Management, Problem-Solving, Team Leadership, Fabrication, Creative Conception
- **Digital & AI Skills:** AI Digital Marketing, AI Web Design, Chatbot Business Development

Education

College Coursework | CTU | Business Administration | 2024 - 2025 (Few Semesters Completed)

High School Diploma | James Madison High School. Graduated 1994.

Creative Pursuits

- Published Poet and Songwriter
- Stand-up Comedy