

Richard J. Ray PMP

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Sales - Estimator

Advanced Experience Qualifications

- Directed Construction Operations Division inclusive of:
Project Management, In-House Skilled Staff, Contract Administration, Tool, Equipment & Vehicle Management, Steel Fabrications & Install;
Staff Range = 67 persons/year avg.
- Performed Pre-Construction Services and Project Estimate Reviews
- Led Construction and Estimating Division in Project Plan creation, evaluation, implementation, and execution.
- Created all Baseline Project Plan Schedules and managed execution of work progress to achieve/surpass.
- Generated monthly billings
- Reviewed and Analyzed Constructability, Value Matrix, and Fast Track Opportunities
- Prepared Construction Contracts (typically AIA based) and RFPs
- Developed, implemented, and managed Operations & Project Management Program, Systems, and Procedures
- Managed Project Design and Prepared Cost Estimates
- Mentored Project Managers, Superintendents, and Skilled Tradesmen
- Managed and handled all Personnel Employment Actions to include: Hiring, Evaluation, Growth Planning, Mentoring, and Terminations.
- Primary responsibility of each Budget, Schedule, Quality, and Customer Satisfaction
- Initiated, developed, and implemented Traffic Coating Group
- Performed all Project P&L reviews and directed corrective actions to increase profitability.
- Provided Educational Seminars for Design Professionals, Clients, and In House Staff
- Conducted Project Status and Analysis Presentations and Project Review Visits

Expertise

Divisional Management - Operations Management – Project Management - Estimating

Environmental Remediation and Reclamation, Infrastructure, Design-Build, Heavy Highway, Commercial, Structural Repair, , Residential, Tenant Improvement

CREDENTIALS

- 1986-1990 **B.S. Construction Management**
Colorado State University, Fort Collins, CO
- 1992 **Certified Project Management Professional**
Project Management Institute, Golden, CO
- 2013 **National General Contractor Class A Certification**

Professional Characteristics

Solid Leadership	Team Player	Highly Respected
Motivated	Confident	Well Networked
Creative Problem Solver	Ethical	Knowledgeable
Analytical	Honest	Flexible
Highly Organized	High Integrity	Assertive
Calm	Dedicated	Mentoring

Employment History

- 2006 – 2013 ***Director of Construction***
ASR Companies, Inc
Lakewood, CO
- 2005 – 2006 ***Director of Marketing/Senior Project Manager***
Bragg Excavation, Pipeline, and Development, Inc
Berthoud, CO
- 2004 - 2005 ***Career Gap due to Family Issues (June 2004 – September 2005)***
During this time worked independently as Mortgage Broker
- 2002 - 2004 ***Colorado Regional Construction Manager***
Woodcrest Homes, Inc.
Denver, CO.
- 2001 ***Vice President***
Wild Bore Landscaping of Nevada, Inc.
Las Vegas, NV.
- 1998 – 2001 ***Land Development Division Manager –***
James Company
Boulder, CO.
- 1997-1998 ***Project Manager***
Calcon Constructors, Inc.
Englewood, CO.
Capstone Projects: DU Ritchie Center

1995-1997

Assistant Project Manager

Haselden Construction, Inc.
Denver CO.

Capstone Projects: Wynkoop Lofts, JeffCo DA Building,
United Medical Center

1990-1995

Project Manager – Infrastructure & Environmental Remediation

EG&G
Golden, CO.

ADDITIONAL QUALIFICATIONS

- Extraordinary ability to apply knowledge and experience to everyday duties. Natural leader of staffs, trade partners, consulting firms, and oversight authorities.
- Extensive relationship network with leading engineers, consultants, and contractors from Fort Collins to Colorado Springs.
- Received awards from Department of Energy for Performance Excellence