

C. SCOTT CARVER

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DIRECTOR OF CONSTRUCTION / GENERAL CONTRACTOR

Driving Profitable Construction Projects • Overseeing Costs • Selecting & Mentoring High-Performing Construction Teams

Results-focused and entrepreneurial Construction Executive with extensive experience driving sustainable business and revenue growth. Expertise in contract negotiation, effectively manage labor and jobsite costs, navigate regulatory and construction compliance issues, turn around previously underperforming projects to profitable status, and select and mentor highly diverse construction teams. Thrives in challenging environments and under monetary constraints and tight timelines to solve complex construction problems for successful and pleasing results for customers and company stakeholders.

- CORE COMPETENCIES -

- End-to-End Project Management
- Contract Writing & Negotiation
- Turnaround of Underperformers.
- Managing Construction Cost
- Selection & Supervision of Teams
- Partnering with Union Tradespeople
- Diverse Construction Knowledge
- Estimating & Timeline Adherence
- Effective Communication to Drive Image

- PROFESSIONAL EXPERIENCE -

C.S. Carver, General Contractor

1995-Present

California-based general contractor completing multi-million-dollar projects in both commercial and residential construction areas including concrete tilt-ups, hospitals, retail buildouts, commercial establishments, public and governmental buildings, church construction, remodeling projects, custom private dwellings, and modular homes and building.

Owner/Project Manager

Manage all aspects of construction, from bidding, estimating, and negotiating the original bid to contract award; selection of best-qualified tradespeople, subcontractors, and union workers; oversight of day-to-day projects; control of costs; management of payments; utilization of metrics related to projects; management of budget and timeline; oversight of team performance; relationships with union personnel; on-time delivery of materials and job-related supplies; handling of any project-associated concerns; project closeout; and turnover to end customer.

- **Consistently saved 5-19% per project** on mini-mall and industrial park projects paying strict attention to effective time and scheduling management.
- **Secured 15% productivity increase** after monopolizing on favorable relationship with team and prior morale built to secure maximum performance.
- **Averted \$25,000 potential liquidated project damages** by keeping pulse on project, realizing a slowdown had occurred, shifting personnel, and getting project back on track for time and budget.
- **Secured 12% under-budget completion** on mother-in-law pool house after purchasing building materials in bulk.
- **Supervised 9-person finish crew and drove 12% budget savings**, personally assisting with installation on Bath & Body Works store project; selected to be contractor's representative at subsequent store opening.
- **Reduced 9% from timeline and \$120,000 material and labor costs** by skillfully replacing stick-built third floor with modular construction, after convincing skeptical owners this was a very workable option.
- Completed pre-construction due diligence on cost-effective materials that **drove 13% savings on large church project**; realized savings on roofing, flooring, and framing materials.
- **Contributed 7% overall project costs**, a result of holding periodic meetings with teams that kept everyone apprised and drive buy-in to project savings and success.

C.S. Carver, General Contractor (continued)

- Creatively employed secure storage units that **drove a 10% decrease in onsite/offsite shrinkage**.
 - **Secured stellar 25% profit margin (\$105,000)** on Edwards Air Force Base project utilizing a well-informed and calm negotiation strategy to address change orders.
 - Utilized “**Management by-Walking- Around**” style to build an environment of positivity and open communication leading to the desire of teams and subcontractors to work harder toward common goals; techniques drove as much as a 5% decrease in overall project costs.
 - **Saved floundering project three weeks behind schedule**, conducted stellar turnaround, and was rewarded as contractor’s representative for store opening.
 - **10% productivity uplift** achieved through proper team selection and daily communication of goals and expectations.
 - Assigned typically union-held roles to non-union craftspeople and **spearheaded 12% reduction in wages**.
 - **5% labor savings on Jumano Project** providing support and morale-boosting that spurred team to increase production.
 - Candidly shared wins and losses with team, addressed upcoming schedules, and solicited ideas on risk mitigation and deployment of resources; subsequently drove **10% reduction in construction budget**.
 - **Achieved 5% cost savings on \$2.2 million church project (\$110,000)** after streamlining processes starting with attendance at pre-construction meetings.
 - **8% savings on on-site equipment** (HVAC and lighting equipment) by purchasing in bulk.
 - **Up to 15% ground-up improvement** obtained after efficiently scheduling subcontractor timelines.
 - Acquired **7% overall budget savings** on Camacho addition/remodel with bulk purchase of materials.
 - **Procured profit percentage 15% above industry norm** skillfully negotiating change orders on Seismic retrofits during Air Force Base project.
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- EDUCATION & CERTIFICATIONS & OTHER TRAINING -

Bachelor of Arts in Business Administration | University of Maryland, Baltimore, MD
General Building Contractor | State of **California** Licensing Board, #702231 (02/1995)