



# Fred Coon

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## Construction Operations & Project Manager

Managing Project Pipelines • Optimizing Resources • Engaging Project Teams

*Completing Millions of Dollars in Construction Projects Profitably*

A productive, resourceful construction and project management leader with extensive experience in the homebuilding, development, remodeling, and construction industry. Proven ability in negotiating trade contracts and vendor agreements, strategizing cash flow usage, and managing daily operations.

### Prioritizing Stakeholder Needs & Project Elements to Ensure Customer Expectations

Exceptional ability to identify development opportunities, ensure regulatory compliance, and lead project teams to meet time and budget goals. Capacity to cultivate relationships, understand customer perceptions and needs, convert needs to solutions, allocate resources, and retain solid market advantage.

### CORE COMPETENCIES

- Team Development
- Strategic Planning / Execution
- Customer Relations
- Project Lifecycle Management
- Situation / Needs Analysis
- Vendor Relations
- P&L Management
- Market Analysis
- Resource Planning / Allocation

## PROFESSIONAL EXPERIENCE

### Career Snapshot

- ✓ Completed \$35 Million in Custom Home Builds in Three Years
- ✓ Achieved \$2 Million in Road Installation
- ✓ 100% Compliance Realized for All Job Site Regulations & Requirements
- ✓ Delivered 850 Home Rehabilitation Projects in Three Years

### Old Stone Estates LLC | Boston, MA

2014 – Present

A land development company and custom homebuilder.

### Senior Project Manager

Oversaw the construction of roads and houses. Managed customer service, purchasing, municipality negotiations. Assisted the owner in mitigating \$6 million in losses.

- **\$35 million in custom home builds completed** in three years by clearly defining the building strategy for the business then aligning resources to achieve the financial objectives.
- **Ensured the quality and efficiency of multimillion-dollar projects** by leading site development, permit processes, construction, vendor relations, and project completion.
- **\$2 million in road installation accomplished** by implementing plans and sourcing the highest quality / lowest cost solution as well as making modifications to plans by getting town approval at planning board and conservation commission meetings.
- **Reached the highest level of customer satisfaction** by listening to the buyer, clarifying expectations, defining solutions, and overcoming substantial construction obstacles while maintaining the utmost profit margin potential.
- **Accomplished vital cost-per-square-foot objectives** during a four-year period by evaluating all associated expenses and profit expectations while controlling building costs.
- **100% compliance attained for all job site regulations**, specifications, and project requirements along with all local and state homebuilding guidelines.

**\$35 Million in  
Custom Home  
Builds**

**Dohring Coon Construction | Phoenix, AZ****2009 – 2014**

An Arizona general contractor specializing in new construction and investment flips with \$2 million in annual revenue.

**Owner & Managing Partner**

Led investment flips and custom remodels of high-end bathrooms and kitchens.

- **\$2 million in annual revenue generated** by leveraging the team to enlarge the trade base and developing plans for market expansion.

**\$2 Million in  
Annual Revenue  
Generated**

- **Completed and delivered 850 home rehab projects** in three years by expanding the outreach and territory of the company.
- **Increased availability of operating capital** via analysis of needs and management of extended credit to ensure adequate funds to meet capital demands of the investors while continually growing the backlog of projects.
- **85% of the work produced** for the fifth largest construction rehabilitation and property management investment firm in the state through meticulous analyses of the market and acquisition of resources.

**Robson Communities | Various Locations, AZ****2006 – 2009**

A semi - custom homebuilder and golf course community developer.

**Superintendent | Customer Service Representative**

Led special projects and handled customer problems. Supervised construction of custom homes from start to finish. Worked on site phase-out and model village conversion. Renovated specific properties.

- **Assumed leadership of and completed special projects** to mitigate lawsuits and protect corporate assets.
- **Collaborated with the team and customer** to establish expectations, assess solutions, and maintain financial integrity of projects to avoid economic calamity.
- **Designed an innovative, mutually beneficial customer solution** to a construction issue to ensure customer satisfaction and corporate profitability.

**Protected  
Company Assets**

**KB Homes | Phoenix, AZ****2005 – 2006**

A national homebuilder constructing new homes in single- and multi-family divisions.

**Superintendent**

Managed construction of two subdivisions. Responsible for overseeing concurrent construction of 30 homes with a build time of 78 days.

- **200% of yearly completion goals met** by modifying the schedule to enable completion four weeks faster.
- **Oversaw vendor relations**, improved project planning, and focused on on-time deliveries to secure the shortest punch list in the division.
- **Scored ten of ten for JD Power ratings** by applying market analysis to identify customer needs / wants then delivery quality products and outstanding customer support.

**EDUCATION**

**Bachelor of Science  
in Regional Development**

University of Arizona

Massachusetts Construction Supervisor License | Arizona Contractors License

Home Builder Certification, National Association of Home Builders