

ROBERT DRISCOLL

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CONSTRUCTION AND DEVELOPMENT MANAGER

PROJECT MANAGEMENT | BUSINESS DEVELOPMENT | VENDOR MANAGEMENT

I am an accomplished Construction Owner and Project Manager with a history of leading sales and operations initiatives in the building and construction industry. My ability to implement processes, manage simultaneous projects, and forge long-term relationships with new and existing clientele has led to my career progression. I am looking to utilize my experience in a Leadership role with a respected organization that rewards hard work and proven track record of success.

AREAS OF EXPERTISE

- New Home Development
- Construction Management
- Business Development
- Customer Interfacing/Relations
- Strategic Planning & Analysis
- Vendor Management
- Forecasting
- Team Leadership & Effectiveness
- Training & Hiring

PROFESSIONAL EXPERIENCE

DRISCOLL BROTHERS PROPERTIES – HILTON HEAD ISLAND, SC ***BROKER IN CHARGE/BUSINESS DEVELOPMENT MANAGER***

1996 – PRESENT

- Responsible for leading business initiatives as the sales manager, overseeing model home sales at Tradition Hilton Head.
- Manage and mentor four sales associates, determining sales quotas and implementing effective sales methodologies to increase current and prospective customer base.

DRISCOLL BROTHERS CONSTRUCTION – HILTON HEAD ISLAND, SC ***PRESIDENT/OPERATIONS MANAGER***

1996 – PRESENT

OPERATIONS

- Provide management oversight for all phases of construction projects, including coordinating workers, materials and equipment, and ensuring specifications are being followed and work is proceeding on schedule and within budget.
- Review blueprints, schematics, project and building plans to divide construction activities into logical steps, budgeting time to meet established guidelines.
- Evaluate suppliers based on cost, quality service and reliability and worked with vendors on process improvements surrounding expense reduction on shipping, bulk orders and returns.

BUSINESS DEVELOPMENT

- Responsible for business development, creating new business, bidding and presenting RFP's to new and existing clients in various construction related projects.
- Create and design business plans, project parameters and strategy documents for potential business opportunities, outlining key resource requirements and timelines, including pricing and positioning.

PROFESSIONAL EXPERIENCE – CONTINUED

EMPLOYEE RELATIONS/FINANCIAL MANAGEMENT

- Hire, fire, train, supervise, and monitor a staff of direct reports and subcontractors, overseeing numerous, simultaneous projects and personnel for residential and commercial projects.
- Prepare annual budgets and perform accounting procedures including payroll, bookkeeping, and A/R and A/P, conducting financial analysis to forecast future business growth.
- Through business development efforts and creating long-term relationships, acquired a portfolio of several accounts that led to retained business and sustained revenue.

TONY DRISCOLL CONSTRUCTION– SAVANNAH, GA

1982 – 1996

VICE PRESIDENT OF CONSTRUCTION

- Managed the overall operations and project management aspects of a construction management organization, including negotiating contracts, change orders, claims, and scheduling.
- Coordinated with multiple teams on simultaneous projects, traveling to job sites to assist with any “mission critical” projects that required special attention.
- Managed all personnel and administrative staff, including hiring, firing, compensation, and scheduling.
- Implemented safety processes and procedures, ensuring employees have necessary safety equipment while monitoring working conditions to provide a safe environment for workers.

CAREER ACCOMPLISHMENTS

- Built an average of 30 high end custom homes valued at an average of \$500,000 each from 1982 to 1995.
 - *Location* – The Landings at Skidaway Island.
- Started Robert Driscoll Construction in 1996 from scratch, building 12 homes per year at an average value of \$700,000.
 - *Locations* – Belfair, Berkeley Hall, and Colleton River Plantation.
- Partnered with Driscoll Brothers Homes in 2004 and constructed 42 high end duplexes model units with an average of \$400,000 in an 18 month period.
- Purchased remaining development of Belfair consisting of 19 lots in a high-end golf course community in Bluffton, SC
 - *Locations* – Belfair, Berkeley Hall, Bluffton, SC
- Opened Driscoll Brothers Properties in South Carolina and Georgia in 2008.

TRAINING & CERTIFICATIONS

- Built an average of 20 high end custom homes valued at an average of \$500,000 each from 1982 to 2010.
- Licensed Real Estate Broker – States of South Carolina, North Carolina, and Georgia.
- Certified Earth Craft Builder.
- Master Electrician – IBEW.
- Residential Contractor – State of South Carolina.
- Unlimited General Contractor in the State of South Carolina.