

Joseph Fitzgerald

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Construction Project Management | Commercial Construction | Cost Control | Estimating | Design-Build

Entrepreneurial construction project manager leveraging prior trades experience to effectively lead commercial and residential construction projects to award winning results. Driven general contractor skilled in estimating, scheduling, and coordinating sub-contractors across multiple locations to keep projects on track. Collaborative project manager with successful track record in design builds or remodel projects for properties in healthcare, retail, mixed use, hospitality, and residential. Professional construction executive proven to build relationships with diverse stakeholders that drive revenues while maintaining safety standards and quality requirements. Decisive leader capable of stepping into any role to ensure results are achieved under tight timelines. Accomplished construction project manager actively seeking the right role to lead construction teams and apply strategic problem-solving skills.

Project Management | Project Planning | Project Estimating | Contract Management | Relationship Management
Commercial Construction | Renovation | Historical Preservation | Residential Construction | Property Management
Strategic | Proactive | Negotiation | Leadership | Communication | Problem Solver | Versatile | Critical Thinker

CAREER HIGHLIGHTS

End-to-End Construction Project Management: interfaced with client to define the project plan, collaborated with architects, designed budgets, obtained approvals, and led the turnkey construction projects.

Projects Managed: commercial projects over 10,000 sq. ft. and residential projects of \$1.2M average

Project Estimating: scoped site, applied knowledge gained during trades experience, priced materials and gathered quotes from subcontractors, performed models, and presented clients with construction estimates.

Estimating: exceed 95% accuracy to budgets in delivery of commercial and residential projects

Client Relations: applied strong communication skills to build rapport with clients and property owners, served as the primary liaison through the bidding phase, negotiated terms, and finalized contracts with clients.

Revenue Captured: secured a \$27M commercial project for a highly-regulated client while also implementing cost-saving measures to streamline the operations

Contractor Management: identified sub-contractors for commercial and residential projects, evaluated quality, established competitive pricing models, and provided leadership to contractors through the construction project.

Contractors Managed: collaborate with over 90 vendors and contractors in HVAC, electrical, plumbing, and finishers for commercial and residential projects

REPRESENTATIVE PROJECTS

- **Medical Facility Renovation**, renovated multi-use 2 story commercial building to a specialty medical treatment facility subject to federal regulations, Asheville, NC 4,000 sq. ft.
- **Apparel Retail Store Up-fit**, took the corporate floor plan to redesign the existing space in line with high-end brand standards, *Talbots*, Biltmore Village, NC 2,500 sq. ft.
- **Treatment Facility**, combined multiple units to transform the commercial mall into a treatment clinic subject to DEA regulations, Ringold, GA 10,000 sq. ft.
- **High-end Green Energy Project**, led the design and implementation of innovative heating and cooling technologies enabling substantial energy efficiencies for mixed-use property with residential and agriculture segments, *Westwood Co-Housing Community*, Asheville, NC 265 sq. ft.
- **Residential Construction**, multiple custom builds for high-end residential projects leveraging green-build practices with varying approvals (Property Value \$140k - \$10M) 900 – 4200 sq. ft.
- **Real Estate Development**, designed and built model homes for Olivette Community Developer that won multiple awards (Property Values \$900,000 - \$1.7M) 2400 - 3700 sq. ft.

AWARDS AND CREDENTIALS

- Awards:** 3rd Place, awarded by the jury for the [Blue House](#) project, *Matsumoto Awards* (2014);
Project Showcase, publication of finished projects, *Kitchen and Bath*, *Asheville Citizen Times*;
- Licenses:** General Contractor's License, *State of North Carolina*
- Certifications:** National Assoc. of State Contractors Licensing Agencies, *OSHA 10*
Approved CE Teacher for the NC Licensing Board for General Contractors

PROFESSIONAL EXPERIENCE

Tripp's Renovations, Hendersonville, NC

Project Operations Manager (April 2019 – March 2020)

Hired to lead the operational transformation of the residential construction division of the boutique remodeler to build revenue generation and relationships with key business partners including government officials.

Achievements:

- Reported to the Owner and served as the operations manager in his absence including management of the 13 employees and the execution of strategic initiatives that are key to the long-term growth of the business.
- Spearheaded the application and qualification process of the business for the General Contractor's License that accelerated commercial construction projects to open up considerable revenue streams.
- Supervised the operations of the construction projects while also independently managing 8 – 20 construction projects at a time with budgets of \$ 15,000 to \$ 240,000.
- Negotiated cost savings of materials and streamlined vendor operations process that yielded cost savings of 12 – 17% on key supplies that directly increased the profit margin.
- Met with clients to secure designs, built project plans that incorporated economical solutions, and negotiated new construction projects that drove revenue with a solutions-oriented approach to customer service.

Responsibilities:

- Led the construction projects from plan through completion including all scheduling, estimating, and budgeting.
- Applied strong safety and regulatory knowledge at the construction site to manage potential risk during projects.
- Performed routine and special inspections of construction sites independently or with government officials.
- Scheduled and led regular meetings with clients, contractors, and leadership to monitor and facilitate project progress in order to ensure seamless execution of deliverables.
- Implemented and continuously improved sales processes to standardize and streamline revenue generation.
- Negotiated and assisted in the drafting commercial real estate contracts in design-build and remodel projects.

F&H Contractor, Inc., Asheville, NC

General Contractor (Sept. 2007 – April 2021)

Owned and operated a general building contractor that partnered with multiple larger organizations in the US performing construction project management services for commercial and residential projects.

Achievements:

- Drove all sales and marketing initiatives to consistently drive YoY growth through residential and commercial construction projects across NC, GA, SC, and TN.
- Led a team of up to 23 employees and dozens of contractors while managing the P&L of the operations.
- Balanced leadership duties with management of construction projects while ensuring that all timelines were met.
- Developed and applied strong knowledge of medical construction to lead multiple medical facility projects.

Responsibilities:

- Managed all external vendors and coordinated work teams through full construction project lifecycle.
- Utilized strong analytical abilities and excellent communication skills to interface with diverse stakeholders.
- Applied understanding of project budgeting daily to keep multiple projects and the business on budget.
- Solved problems and served as the point of escalation for clients and staff with a positive solutions attitude.

PRIOR EXPERIENCE

General Laborer, Multiple Companies in the US and across the EU (2002 – 2006)

Carpenter, *AA Construction*, Southern Pines, NC (May 1993 – May 2002)

SKILLS

Technology: Microsoft Excel, PowerPoint, Buildertrend, Quickbooks

Trade Skills: Drywall, Paint, Siding, Roofing, Framing, Tile, Finish Work, Turnkey

Languages: English (native), Spanish (conversational)

EDUCATION

AA Associate of Applied Arts – Graduated 2021

Asheville-Buncombe Technical Community College, Asheville, NC

BS Bachelor of Science – Construction Management – Fall of 2023 Graduating

Western Carolina University, Cullowhee, NC