
JOHN G. LINTZ

3399 Mermoor Drive, #203
Palm Harbor, Florida 34685

(727) 423 - 2214
jglintz@tampabay.rr.com

SUMMARY OF QUALIFICATIONS

Highly motivated and results-driven sales and management professional with proven success in the construction industry. Possesses exceptional leadership skills and vast experience in residential sales, purchasing analysis and marketing management. Strong communication skills enable the establishment of lasting vendor and client relations. Demonstrated ability to provide multi-craft supervision that ensures project success. Able to work with a diverse group of individuals.

PROFESSIONAL EXPERIENCE

HANNAH BARTOLETTA HOMES – *Lutz, Florida*

2005 – 2008

Project Manager

2006 – 2008

Accepted promotion to manage all aspects of construction projects for this leading builder of custom design homes. Scope of responsibility included creation of bids, cost proposals, site preparation, safety compliance, obtainment of licenses, determination of labor requirements, negotiation of contractor prices and oversight of specialty trade contractors.

- Monitored construction on 18 single-family homes valued at approximately \$1.2 million each including achievement of changes to blueprints and on-time, on-budget completion of projects.
- Successfully secured subcontractor pricing at 10% to 15% below original bids.
- Identified substantial cost savings by locating errors made in quantity of items or incorrect materials ordered prior to project start and delivery.

Purchasing Analyst

2005 – 2006

Brought on to handle purchasing, receiving and asset tracking for construction projects. Duties encompassed examination of start packages, contracts and addendums; establishment of product pricing; analysis of budget costs and profit margins; and contract review.

- Realized approximately 6% savings per contract throughout construction process by uncovering calculation errors and maintaining budgets and margins on homes.

ROTTLUND HOMES OF FLORIDA – *Clearwater, Florida*

1997 – 2004

Sales and Marketing Manager

2002 – 2004

Earned rapid advancement to manage all advertising programs for one of the nation's leading homebuilders including newspaper, television and billboard campaigns. Additionally responsible for implementation of training initiatives for new home sales consultants. Provided direct oversight to a staff of 16 sales associates and four salaried employees.

- Increased sales by 35% over six months through development of sales training on presentation, knowledge of construction products, reading blueprints, building customer loyalty and closing buyer agreements.
- Spearheaded the initiation of Rottlund Advantage Mortgage Company, generating monthly income of approximately \$15,000.
- Responsible for sales and closings of 21 subdivisions to realize an increase of the gross profit margin from 25.19% to 29.49% with a rise in pretax net profit margin from 6.91% to 13.53%.
- Established and managed a joint venture title company, First Rottlund Title Company, averaging over \$250 per order in profit.

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Construction Supervisor

1998 – 2002

Advanced from start position as Warranty Manager for sold/closed homes to coordinate construction activities including subcontractor duties, site safety renewals, material procurement and scheduling. Effectively communicated the status of construction to the Site Manager and Project Manager.

- Consistently completed construction on time to keep margins up and maintain good relations with subcontractors and clients.

ADDITIONAL WORK HISTORY

Rottlund Homes of Florida; Builder Representative; Clearwater, Florida 1997 – 1998

M/I Homes, Florida Division; Builder Representative; Oldsmar, Florida; 1996 – 1997

Westfield Development Corporation; Builder Representative; Oldsmar, Florida; 1994 – 1996

U.S. Homes Sales Corporation; Builder Representative; Clearwater; Florida; 1992 – 1994

First in Real Estate, Priced Right Properties; Broker/Co-Owner; Safety Harbor, Florida 1991 – 1992

First in Real Estate; Broker/Salesperson; Palm Harbor, Florida; 1986 – 1991

TECHNICAL SKILLS

- DOS applications
- Microsoft Windows XP
- Microsoft Word
- Excel
- Access
- IE7
- Outlook Express6
- F.A.S.T.

EDUCATION, LICENSES AND PROFESSIONAL AFFILIATIONS

KIRKWOOD COLLEGE

Cedar Rapids, Iowa

Successfully completed coursework toward a degree in Business Administration

- **Relevant coursework included:**
- **Management, Construction Management, Architectural Technology**

BERT RODGERS SCHOOL OF REAL ESTATE

Clearwater, Florida

Salesperson and Broker Licenses

CAM TECH SCHOOL OF CONSTRUCTION

Tampa, Florida

Building Contractor License

Builder Director, Tampa Bay Builders Association

2003 – 2006

Alternate Director, National Association of Homebuilders

2003 – 2006