

ERIC S. RISCH

19819 Markward Crossing * Estero, FL 33928 * 239-247-2960 * esrisch@gmail.com

PROJECT MANAGEMENT AND SALES PROFESSIONAL

Profit-focused estimator / project manager with more than seven years experience in sales and product / project management in the construction, automotive, legal and financial industries. Demonstrated accomplishments in project estimating, business-to-business partnerships, negotiations, operations, cost and profit analysis, client relations, and management.

PROFESSIONAL EXPERIENCE

PROJECT MANAGER

DeAngelis Diamond Construction, Inc.

October 2005 – Present

Served as Field Project Manager on \$35 million project that consisted of nine four story condominiums with 24 units per building, clubhouse with two adjacent town homes and community pool.

Selected accomplishments include:

- Stopped cost over-runs by managing and holding subcontractors to the scope of work outlined in their AIA subcontractor agreement with DeAngelis Diamond Construction, Inc.
- Worked with mechanical engineers, architect, subcontractor(s) and developer to overcome design errors conflicting with field installation. Coordinated on-site field meetings, revealing existing plans versus revised plans and analyzed costs between options to best determine what was to be implemented in the field and what needed to be submitted to the County for revision.
- Managed civil engineers to derive a solution to meet water pressure demand for life safety requirements established by East Naples Fire Department while negotiating with local municipalities and East Naples Fire Chief to allow construction continuation and thus acquiring 'certificate of occupancy' on existing and future buildings until such a plan could be implemented in the field
- Managed the financial aspect of all costs incurred on the job site daily, applied for a release of funds for percentage of work completed each month with the Developer's bank inspector and released funds according to the subcontractor's draw request, field change orders and the approved bank draw
- Responsible for maintaining / managing the construction schedule and holding the subcontractors at/below their mandatory durations to complete units to satisfy the contractual obligation to the Developer. That in-turn coincided with the financing requirements for the affordable housing applicants to prevent having financing requirements expire
- Pushed through permit revisions stalled in Collier County by managing the submittals via building strong relationships within the County and jointly working with them on revamping the procedures for plan submittals under the pre-approved affordable housing / EDI policy and procedures manual

ESTIMATOR / PURCHASING MANAGER

WCI Communities, Inc.

April 2005 – October 2005

Projected comprehensive construction budgets for single family, multi-family and mid-rise condominiums for six WCI Communities in Lee and Collier Counties. Profit margins were maximized and maintained by thoroughly evaluating projected sales volumes within each project build-out, evaluating the market fluctuations of material / labor price increases, simplifying of customer option packages and "red-lining" the bid-set of plans prior to the invitation to bid to WCI's subcontractors.

Selected accomplishments include:

- Achieved the highest profit-margins of 45% of construction projects estimated for WCI's Southwest Florida's Homebuilding Division versus 27% in other communities estimated by other estimator / purchasing managers
- Created an initiative to implement a business plan to manage the consumer options to a good, better, best selection process, thus minimizing field errors or changes and streamlining the choice of available floor plans. This allowed construction to proceed while sales followed suit, therefore shortening the overall construction build-out phase
- Reworked budgets for existing build plans cut costs and maximize struggling profit margins by altering standard options into upgrades and changing the level of finishes in a given construction phase

MANAGING PARTNER
Mileage Servicing Corporation

February 2004 – April 2005

Developed a comprehensive business plan to bring efficiency to an organization's productivity. Evaluated company financials, initiated sales reports, profit and loss statements and performed internal audits for growth and forward direction. Negotiated new (exclusive) contracts with multiple vendors. Brokered the purchase and sale of automotive aftermarket parts domestically and internationally. Led initiatives to streamline the operations of processing competitive inventory stock lifts and warranty claims.

Selected accomplishments include:

- Negotiated an exclusive one-year broker agreement with Transpro Incorporated to facilitate an international presence for their company and product line
- Created and managed an international manufacturer representative network for Transpro consisting of 15 representatives covering the Asian, European, South African, and South and Central American markets
- Decreased operational costs by 38% through restructuring the company's business model
- Increased operating revenue by 55% by establishing a sales group for international and domestic sales
- Presented Mileage as an outsourcing strategy to Beck/Arnley's CEO and upper management for the services of packaging, returns, warranty and core processing that returned a savings of 11% annually in operational costs, while reducing liability and increasing output
- Secured \$1 million in investment capital from 'angel' investors to fund the potential project with Beck/Arnley
- Enhanced customer service by an inclusion of accurate 'point-in-time' monthly inventory reports and revenue forecasts for each of our clients' inventory stored in-house to assist their sales departments
- Cleared slow-moving part numbers from inventory that increased inventory turn-over, thus minimizing unnecessary or excessive overhead per linear foot

MANAGER, NEW BUSINESS DEVELOPMENT
QDRO Services, Incorporated

September 2002 - October 2003

Managed marketing efforts to expand the exposure of QDRO Services into a national market. Responsible for creating alliances with the Chair of the Family Law Section of State and National Bar Associations to create awareness and value of the services available to the Family Law Section.

Selected accomplishments include:

- Established a national database of Family Law attorneys for use in direct marketing initiatives
- Increased sales by 15% through direct marketing and association affiliations
- Initiated new client profiling and client retrieval for periodic updates resulting in greater efficiencies in administrative billing, customer service follow-up and case status reports

WEALTH PRESERVATION PLANNING SPECIALIST
Sagemark Consulting, a division of Lincoln Financial Group

September 1999 – January 2002

Designed and implemented comprehensive estate and business continuity planning for business owners, high-net worth executives and physicians based on data analysis. Strategies incorporated legal and tax planning through insurance and investment planning, trust(s), and discounting of assets. Client development was derived from cold-calling, personal relationship-building and through Sagemark's national affiliation with Morgan Stanley Dean Witter clientele. Through an entrepreneurial mind-set formed strategic third-party alliances with Professional Employer Organizations, accounting firms, and property and casualty firms.

Selected accomplishments include:

- One of the youngest producers in company history to have a client profile specialty of \$3 to \$25 million
- Published in NewsWeek
- Published in PEOInsider

EDUCATION

Indiana University – Bloomington, Indiana
Bachelor of Science in Public Finance, Minor: Economics, 1999