

# Richard V. Hope

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## CAREER SUMMARY

Construction Management professional with 22 years of experience and success at the management and executive levels. Experience includes an ENR Top 10 Commercial Contractor, Top 100 Residential/Remodeling Contractor, and leading a construction firm as founder and president. BS Degree in Construction Management from a renowned program. Certified General Contractor for over 16 years. Achieved success through diverse skills, strong work ethic, education, and exceptional character. Will boost the operational and financial performance of the company employing this dynamic team player and professional with a proven track record of success.

## PROFESSIONAL SKILLS

- Project Management: Excels in all PM functions job start-up to job close-out. Knowledge of all trades Divisions 1 - 16. Driven to complete projects on time and under budget. Excellent client relation skills. Risk management awareness in all situations. Consistently exceeds quality and profit expectations.
- Company Management: Experience in all operational areas - sales and marketing, public relations, pre-construction, estimating, value engineering, procurement, permitting, production, financial management, legal, accounting, insurance, risk management, human resources, warranty service, etc.
- Excellent leadership, communication, and interpersonal skills. Ability to relate equally well with clients, co-workers, government officials, and subs/suppliers. Skilled at teaching and training others in new concepts and procedures.
- Highly organized, detail-oriented, and focused. Talented at creating systems and procedures that maximize efficiency and production. Self-motivated and highly energetic. Dedicated to the ideals of excellence and continuous improvement.
- Team player who can follow as well as lead. Enjoys working alongside others and values group synergy, yet also works well independently.
- Experienced at managing client expectations and satisfying even the most demanding clients, many of whom were Fortune 500 companies or executives.
- Skilled at negotiation, mediation, and problem solving. Adept at finding fast, sensible solutions that maintain project momentum and relationships.
- Computer Skills: Proficient with computers, internet, and software such as MS Windows, Office, Word, Excel, Outlook, Project, Internet Explorer, etc.

## PROFESSIONAL EXPERIENCE

**1998-2008**

**The Hope Company**

**Vero Beach, FL**

**Company President**

Founded construction firm serving high-end residential and light commercial market. Trained staff to achieve excellence, customer satisfaction, and company vision. Earned impeccable reputation for integrity, quality, customer service. Over 75% of projects were referral based, many clients repeat customers. Kept clients satisfied and waving the company flag.

- Grew from a \$25K investment to \$5M in gross sales in 3-year span. Annual net profit yields of 8% - 10% of gross sales.
- Gross job profit yields of 15% - 25%. Every project completed under budget. Increased job profits, often over 20% higher than estimated profit projections.
- Company quality goal of zero defects, led to final payment before client turnover over 80% of the time. Spent less than \$5K on warranty issues in 10 years.

**1991–1998 Croom Construction Company Vero Beach, FL  
Construction Management**

Hired as project manager for high-end residential and light commercial projects. Promoted within 2 years to responsibility for all construction operations, 3rd on organization chart. Overall responsible for all projects, 3 project managers, 15 field superintendents, and over 50 hourly field personnel. Retained PM duties on commercial and complex residential projects. Highest producing, most profitable PM in company history. Reported directly to company president. Conceived and conducted all employee training programs. Developed lasting relationships with local architects.

- Overhauled systems and procedures to increase efficiency and production capacity. Enabled annual sales volume growth from \$8M to \$20M. Hired and trained staff, helped create new divisions, and implemented new policies/procedures as company grew.
- Instrumental in creating and overseeing dedicated remodeling division that became a Top 100 national leader in sales volume.
- Instrumental in creating and overseeing dedicated semi-custom home division. Systemized options and streamlined production. Worked directly with renowned architect, The Evans Group, creating standard and optional design scenarios.

**1986–1991 Clark Construction Group Bethesda, MD  
Project Management**

Recruited by perennial Engineering News-Record Top 10 Commercial Contractor. Started as field engineer, promoted to tenant Improvement project management, then base building project management. Worked on high-profile projects throughout the Washington DC metro area. Learned invaluable "big company" principles and skills that helped lead to success, achievement, and advancement at every level of career thereafter.

- Assigned to famed Reston Town Center project, largest company multi-building project to date. Involved with construction of Hyatt Regency hotel, office building, retail building, parking structure, sitework, and tenant improvements. Personally responsible for closing out contracts and subcontracts in company record time.
- Other Clients: IBM, Mobil Oil, Molson, Navy Federal Credit Union, Oliver Carr Company, TRW, Rolls Royce, Trammell Crow, Exxon, AT&T, Saatchi & Saatchi.

**EDUCATION 1986 University of Florida Gainesville, FL  
Bachelor of Science in Building Construction**

- Graduated Sigma Lambda Chi Construction Honorary Society.
- Worked part-time as assistant PM for McCarthy Construction of St. Louis, MO on Gainesville hospital project while attending college as a full-time student.

**LICENSES & CERTIFICATIONS**

- Certified General Contractor - State of Florida
- Green Advantage LEED Certification - University of Florida
- Licensed Real Estate Agent - State of Florida

**PROFESSIONAL AFFILIATIONS**

- Treasure Coast Builder Association: President and 8-year board member. During tenure as president added 4th county, reached 1200-member milestone, and association became debt-free. Honored as Treasure Coast's Builder of the Year and a 5-time recipient of exclusive Pinnacle Builder Award for industry excellence.
- Florida Home Builder Association: Served on board and was part of successful state legislative lobbying effort to achieve workman's comp insurance reform.
- National Association of Home Builders: Served as a delegate and board member.

**COMMUNITY SERVICE**

- United Way: 5-time chairman of Day of Caring, 400-volunteer community work day to kick off annual capital campaign. Served on campaign cabinet and funds distribution panels.
- Kiwanis Club: Member of service organization dedicated to child welfare.