

## Gary Davis

123 Hillside Road ▪ Columbia, MD 21045 ▪ (410) 872-2300 ▪ garydavis93@aol.com

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### CONSTRUCTION INDUSTRY EXECUTIVE

#### *HOMEBUILDING ~ PROJECT DEVELOPMENT ~ LAND ACQUISITION*

Adaptable and resourceful Senior Executive offering extensive experience and expertise with marketing, design, construction, and sale of high-end residential properties together with acquisition, development, and site construction of large, small, and infill properties.

#### AREAS OF EXPERTISE

- Strategic Planning
- Business Development
- Organizational Culture
- P&L Management
- Customer-Centric Management
- Quality Assurance
- Multi-Site Operations Management
- Land Development
- Project Management
- Cost Reductions
- Regulatory Compliance
- Contract Negotiations

#### CAREER HIGHLIGHTS

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#### **Key member of management team responsible for strategic planning and financial direction.**

- Developed, revised, and updated sales contracts and subcontract/specification packages to increase accuracy and efficiency while reducing exposure to liability claims.
  - Created and formalized worker safety and vehicle programs that ensured compliance with federal and state regulations (OSHA, MOSH, DOT).
  - Procured and introduced upgraded computer software programs to improve accuracy and efficiency of corporate accounting methods.
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G. DAVIS DEVELOPMENT COMPANY, Arlington, VA

1992–Present

#### **Vice President Land Acquisition, Development, & Construction**

#### RESIDENTIAL HOMEBUILDING

#### ***Redirected organizational culture, re-energized company brand, and improved customer experience by delivering consistent quality and service within all business operations.***

- Increased home sales volume 210% to \$29.5M and unit volume 30% (2007–2008).
- Transferred control of sales process from outside real estate broker to in-house sales agents.
  - Substantially reduced cost of unauthorized sales incentives and number of customer complaints, leading to 99% customer satisfaction rate.
  - Expanded working relationships with outside brokers, boosting brokerage sales ~43%.
  - Initiated and implemented enhanced marketing, advertising, and sales incentive programs. Tracked and measured advertising and prospecting effectiveness using sales-lead system.
- Boosted sales for product upgrades 35% after creation of new design center.
- Developed prestigious client list including dignitaries from Great Britain, Qatar, Bahrain, Austria, and Italy, and executives from well-known corporations including Pepco, Verizon, and Marriott.

#### ***Implemented cost saving initiatives that reduced operating costs over multiple business areas.***

- Decreased construction costs, overhead, and inefficiencies 17% (2005–2008) by shifting from employed tradesmen to subcontracted workers.
- Reduced building material inventory and purchase costs 8%.
- Maintained 99% record of on-time completions.
- Reduced liability exposure by outsourcing architectural design and engineering.

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### LAND ACQUISITION & DEVELOPMENT

- Delivered millions of dollars in R-O-I from property acquisitions and sales. Directed design, development, site construction, and pricing for large range of properties, including infill projects in Washington, DC, MD, and VA.
  - The Overlook (2006–2008) – 36 home in-fill luxury community (priced from \$2.1M to \$2.8M) located on highly visible, storied property in Bethesda MD. Overcame challenges and objections from community, county, and state.
  - Jones Valley East (2001–2005) – 234 home in-fill, luxury community (priced from \$750K to \$3.2M) in N.W. Washington DC with extremely challenging topography. During building process, buried munitions from World War I were discovered. Acted as field liaison with Army Corp of Engineers, coordinating field investigation operations and logistics while providing labor and equipment to assist investigation.
  - The Barrington at Arlington (2003–2004) – 15-unit luxury condominium in downtown Bethesda MD with condo prices ranging from \$832K to \$1.9M.
  - Autumn Flowers (2000–2002) – 200+ home large-lot community in Germantown, MD with home prices ranging from \$300K to \$1.5M.
- Created, managed, and turned over Homeowner (HOA) and Condominium Associations (COA).
  - Managed one property 11+ years.

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### PROFESSIONAL DEVELOPMENT

Graduate of MARYLAND DRAFTING INSTITUTE, Langley Park, MD

- Completed 900 hours of instruction in **Architectural Drafting Technology**

FRANKLIN COVEY—*Four Roles of Leadership* (2-day)  
and *What Matters Most* (1-day)

KEYE PRODUCTIVITY CENTER—*How to Satisfy Every Customer Every Time*

SKILLPATH—*Coaching and Teambuilding Skills*

FRED PRYOR—*Exceptional Customer Service*

BILL BECKER, STRATEGIC BUSINESS RESOURCES—*Performance Management and Action through Empowerment workshops*

AMERICAN MANAGEMENT ASSOCIATION (AMA)—  
9-month Executive Leadership Program

- Executive Team Dialog on Expectations
- Developing Executive Leadership
- Executive Strategic Planning Conference

IRS SYSTEMS—*Computerized Customer Relationship Management (CRM)*

LORMAN EDUCATION SERVICES—*Zoning and Land Use* (1-day seminar)

**Technology**—Microsoft Word, Excel, PowerPoint, Project, Outlook, Publisher; Timberline Construction Estimating software; drafting software.