

# David H. Lubel

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## PROFILE

### SENIOR PROJECT & PROCESS MANAGEMENT Residential/Multi-family Development

Accomplished Senior Production/Project Manager with entrepreneurial vision and demonstrated success improving business performance for the construction and renovation industries. Adept at financial, production and process management, driving business growth through project efficiency and structured initiatives. Proven leader able to streamline operational processes for efficiency and cost reductions, and motivate cross-functional teams to improve performance and productivity. Excellent analytical and problem solving skills.

## CORE COMPETENCIES

- Inventory Control
- Vendor Relationships
- Project and Site Direction
- Financial Analysis & Controls
- Critical Path Design/Implementation
- Team Leadership & Motivation
- Customer Relationship Management
- Budget Development & Management
- Bid Presentations
- AIA Contracts
- Workforce Planning
- Product R & D

## SELECTED PROFESSIONAL ACCOMPLISHMENTS

### Senior Officer - Estimating, Vendor and Sub-contractor competitive bid analysis.

Create and Author all spreadsheet and software for the comprehensive bid creation and project cost analysis. Created format presentation enabling clients to follow our process bid matrix. Coordinate and drive subcontractor walk-through bid process including; creating the detailed scope of work. Created the competitive bid analysis flow process to ensure all subcontractors and vendors include all aspects of their primary, secondary, and tertiary responsibilities and accountabilities. Govern all authority to select the vendors and subcontractors and award those companies the contracts to preform work.

### Senior Liaison - Client-Architect-Designer-Consultant-Engineer.

Create, authored, and lead all town-halls, roundtable discussions and production meetings between our clients, their architects, designers, consultants, and engineers throughout the complete process from start to finish of all design and building projects. Research and present for evaluation, all sustainable and green building components to be incorporated into our client's homes. Offer and present all value engineering opportunities to clients and their consultants. Verify product specifications and attributes. Present alternative products and processes and modify the scope of work required from our vendors and subcontractors. Create cost comparisons of these alternative products and processes. Modify, author and present the addendums and AIA structured change order cost documents that affect the adjusted contract/bid pricing for approval and implementation. Lead liaison communication officer. Schedule, drive, and communicate with clients, designers, architects, engineers and sub-contractors.

### Authored and Implemented Comprehensive Critical Path - Cost Accounting Variance procedures.

Developed and implemented specific Critical Path programs and production flow charts creating a valuable in-house tool for field supervision personnel, resulting in a measurable efficiency during the building process. This program also serves our clients by helping them understand the process matrix of the building cycle. When augmented into a Monthly Accounting Variance Report, our clients can track their budget allowances for selected products and helps to explain their overages/credits, and projections for Change Order cost allocations. Weekly updates enable both builder and client to anticipate lead times for final customer selections and order placement deadlines as well as project completion time-lines.

## TECHNICAL SKILLS & APPLICATIONS

AutoCAD, MS Office Suite, MS Project, AIA forms

## EDUCATION & PROFESSIONAL DEVELOPMENT

### **Bachelor of Science, Social Science**

Loyola University, New Orleans, LA  
Active Pilot License – Federal Aviation Administration

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## PROFESSIONAL EXPERIENCE

**BENTLEY PROPERTIES INC** Atlanta, GA.

2012 – Present

### **Senior Production and Project Management.**

- Project and Process Management Officer.
- Senior Production Director and Client Liaison.
- Developer and Director of all "Scope of Work Contracts".
- Verify all Addendums and Authorize AIA change orders.
- Senior Director of Estimating and Contract Presentations.
- Client-Architect-Designer-Consultant Liaison.
- Coordinate and Lead all Builder-Client Roundtable meetings.
- Director of Subcontractor and Vendor competitive bid analysis.
- Green and Sustainability Research and verification implementation.
- Director of MSDS guidelines and oversight.
- Authored Critical Path Process.
- Authored and Implemented Accounting Estimating software.
- Developed Quality Control checklist and implementation.
- Cost Analysis procedures and controls.
- Review of all Builder-Client Contracts.
- Oversight of Product Design and Product Evolution.
- Director of Material and Subcontractor Contracts and Contract Allocations.
- Developed and Augmented Project Estimation methodology.
- Conflict Resolution Officer.
- Review and Approve all Client Billings and Invoicing.
- Director of Vendor and Subcontractor development.
- Developed Callback Tracking and follow-up procedures

**THE ADRIAN COMPANY, INC.** Atlanta, GA

1981 – 2011

### **President/CEO**

- Led and developed Homebuilding Company in Atlanta. Built, sold, closed, and warranted over 2000 homes ranging from \$75K to \$550K. Generated over \$150M in sales spanning 450 acres of land.
- Identified new business development prospects annually. Established a recreational, multifamily, and renovation division. Expanded organization to include 28 employees, including sales force.
- Administered all financial operations and established cost analysis procedures and controls.
- Forged key partnerships with local developers, vendors, suppliers, and subcontractors.
- Produced pricing strategies providing customers with diverse options and floor plans. Leveraged previous knowledge of business development and retail to drive profitability annually.
- Extended home production to 120 annually across numerous subdivisions.

- Reorganized customer service department resulting in top-rated customer service in Atlanta.
- Designated scope of work for all personnel implementing critical path processes.
- Determined cost analysis processes allowing for decrease in budgets and waste and increase in ROIs.
- Inaugurated pay incentive and profit sharing initiative enabling associates to close and warrant properties individually allowing for improved team morale and increase in shared profitability.
- Enacted Alcohol and Drug Policy program for all employees and subcontractors.
- Developed subdivision covenants, recreational amenities, and architectural committees.
- Developed software for estimating, payables, and job costing.
- Approved all building components, manufactures and distributors.
- Oversaw all property acquisitions, land planning and infrastructure.
- Maintained extensive product development including design and design evolution.