

MAURICIO RICO
HALLANDALE BEACH, FL 33009

✉ mauriciorico75@gmail.com

<https://www.linkedin.com/in/mauriciorico>

☎: 954.444.7663 📞: 863.510.7740

SENIOR PROJECT MANAGEMENT, GENERAL CONSTRUCTION AND CORPORATE DEVELOPMENT

Results-driven professional with a Bachelor of Science in architecture and a master's degree in urban planning and management. Highly motivated team player, excellent project developer, fluent bilingual communicator with unique interpersonal skills, successful entrepreneurial, and strong negotiation backgrounds. Excelling expertise in leading small to mid-sized organizations with an astounding performance in multiple quantity-demand economic scenarios. Talented to spearhead growing venues by implementing optimized coaching, delegation, mentoring, technology, and supervisory guidelines, ensuring year-round healthy margins & compounded profits. Outstanding 20 years of professional and management career, creating and merging unique business solutions into new or existing enterprises by envisioning and executing high-expectation goals, acute planning, and clear directives guidance towards achieving branding recognition, on-budget procurement, steady revenues increments and corporate sustainability. All attained to traceable analytics applicable to any emerging or steady market conditions. Implemented highly efficient system, OCM and SOP to numerous self-started venues and third-party projects. Knowledgeable in diverse software such as Adobe Acrobat, CAD, CRMs, Basecamp, Bluebeam, Bullhorn, M-Project/M-Office G-Suite, OnCenter, Primavera, Procore, REIFax, Salesforce, SketchUp, eTakeoff, Planswift, Xactimate, and XmindMap among others.

Core Competencies

- Senior Management, Operations, and Logistics.
- Architecture and Interior Design Projects Development.
- Commercial, Industrial, and Residential New Construction.
- Retail/Wholesale Systems Implementation and Consultancy.
- General Acquisitions, Dispositions, Loans, and Portfolios Mgmt.
- Architectural Buildouts, Remodeling, and Design-Build Production.
- Subcontractors Trades Logistics, Planning, and General Supervision.
- C-Level & Executive Experience (BOD/CEO/COO/CIO/CSO/GM/SPM).

Work Experience

SENIOR PROJECT MANAGER

SERVICEMASTER RESTORE - Chicago, IL

January 2021 to February 2023

Spearheaded a prototype multi-department strategy involving all segments of the company's restoration services and signature-based products line within a horizontal organizational management structure by syncing multiple tasks and targeting project components for all in-office, administrative, in-field, subcontracted, and remote crews working in water, fire, mold mitigation assignments along with reconstruction services. Engineered and deployed a seamless production conveyor system originating from Sales to Operations by pinpointing key checkpoints to deliver accurate results and assuring excellence by applying performance methodologies and daily KPI. Optimized existing communication

platforms with private clients, insurance carriers, and TPA. Periodic concrete restoration, threshold inspections, forensic investigations, roof consulting, window replacement, and windstorm damage assessment. Implemented new S.O.P based on OCM for on-calls, call-ins, dedicated emergency situations, cleanings& contents pack-outs, general reconstruction, put-backs, wrap-around, and case servicing assignments within bucket projects allocated in over 450 new franchised locations nationwide.

Success and Solutions

- Helmed all on-site transitional protocols — Restructured the mitigation-reconstruction SOP by designing a six-core conveyor system involving Onboarding, Mitigation, Permitting & HOA, Scheduling, Reconstruction, and Casework/Service buckets methodology reporting to in-house and remote individuals within dedicated crews that at-will could tackle and fulfilled multiple projects and tasks for a specific territory as required with traveling and on-site teams, delivering a fifty percent turnaround improvement from their current benchmark.
- Daily P&L accountability appointments assuring that all metrics are being met from full lifecycle & cashflow variable to fixed costs — Tracked and re-engineered all current monthly operational and financial models addressing immediate boosting and mitigation action steps required per each territory, targeting an overall 24-month, \$45 million corporate monthly gross revenue improvement goal by assembling daily readouts from Contracts Status Verification, Permitting, Customer Relations, Warehouse, Deliverables Scheduling, and In-house/Subcontracting information containing key data and real-time resources fluctuation performed by designated remote teams. Conducted Commercial/Residential investigations and analysis to determine causation, origin, and extent of structural and concrete failures. Forensic assessments due to catastrophes damage such as severe storms, hurricanes, fires, and floods. Prepared RFI, RFP, RFQ, Submittals, and Proposals. Quantified amounts and reviewed with clients, coordinated project start-ups. Restructured disturbed concrete, asphalt, and landscape areas as needed. Focused on structural analysis for a wide range of concrete, steel, and other structural elements for planning, and design projects.

GENERAL PROJECT MANAGER

CORE BUILDER GROUP - Miami, FL

July 2018 to December 2020

Simultaneously, performed all daily construction supervisory functions over project staff and task monitoring making all infield directives, involving strong decision-making in over 40+ ongoing assigned projects on average. Additionally, managed up to 35 project kickoffs quarterly, including Post-Tension Repair & Strengthening, Carbon Fiber Strengthening, Barrier Cable Repairs, and Replacement. Controlled \$3.8 million in revolving monthly contracted value (avg). Executed general logistics, communications, and information syncing among engineering, operations, sales, warehouse, and management departments. Additionally, produced all assigned projects budgeting, blueprints reading, estimating, resources planning & scheduling, and subcontracting scopes. Generated daily updated reports, including bi-weekly P&L and balance sheet data for B.O.D. meetings towards reviewing and maintaining cost controls, and ensuring the appropriate projects inflow/outflow inputs.

Success and Solutions

- Spearheaded all on-site construction protocols — Improved current construction methods by proposing creative solutions and new techniques in numerous job sites. Assessed general work progress, documenting periodic visual imaging and updated status in the company's databases. Comprise general project data towards estimating raw costs, expense thresholds, and subcontracting terms. Analyze and mitigate on-site risk liabilities by enforcing OSHA, EPA & FBC safety standards and guidelines compliance, ensuring good practices and strong work ethics. In charge of all assigned Tri-County area projects development with Building & Zoning Dept permitting, inspections, and scheduling openings up to closings.
- Key B-2-C liaison role — Foster healthy relationships among employees, homeowners, inspectors, sub-contractors, and the company. Provide general advisory and daily resolutions to assigned clients/projects inquiry calls, emails, and upcoming meeting planners towards addressing general situations and arising topics among clients and company directives, workers, and subs. Procured full integrity, honesty, and strong ethics toward guaranteeing client satisfaction & goals, and accomplishments, always seeking win-win scenarios.
- Project improvements turnaround — Reduced project completion by one-third (1/3) of their current E.T.C., by enhancing applied S.O.P. into the logical construction sequence, linked to strong internal deadlines. Additionally, provided technical support to subcontracted teams of engineers, professionals, and other paraprofessionals, technical and clerical personnel, prioritizing capital projects and assisting with daily monitoring and project evaluation processes at each phase of planning, design, scheduling, and construction up to warranty work.

SENIOR VP OF BUSINESS DEVELOPMENT

REGOSA ENGINEERING SERVICES - Miami, FL

February 2017 to June 2018

Performed and integrated 12-month projection planning before startup for a newly created residential branch. Developed a comprehensive property rehabilitation/renovation program, designed to help local single-family homeowners facing distressed and homestead pre-foreclosure situations by lining them up into a 3-to-6-month remodeling makeover process, adjoined to pre-approved private financing toward the acquisition of a new homestead as an "exchange solution". Ultimately, reselling such mortgage notes to institutional sources and secondary market investors and the rehabbed/remodeled property to either the relocated homeowner or a real estate investor at fair market value, sharing 50/50 net proceeds, splits with the exchanger, and branded under RehabJV™ as an in-house residential rehabilitation program.

Success and Solutions

- Created R.E.S. "lease-option" or "lease/buy-back option" programs — Qualified distressed homeowners with low or under-performing FICO scores were turned into new tenants of in-house RE1/RE2 inventory, leveraging private investors R.O.I by 3X≅5X from conventional P&S acquisitions capitalizing on word-of-mouth, revolving economic factors, newly acquired inventory, and free educational seminars.
- Helmed the first penetration campaign for R.E.S. to attend the largest South Florida Builders Trade Expo arena within 90 days from startup date — Contracted over \$4.5 million in project value from a single trade show exposure. Worked multiple leads toward acquiring additional contracts inflow. Generated over \$15 million in written estimates within 180 days, handling their triple constraints, offering turnkey remodeling, new construction, and project development & management solutions. Moreover, several performance-contingency consultancy fees were contracted, laying the grounds for a consistent and upcoming 24-month project pipeline.
- Managed and evaluated available "Cities' Capital Improvements Programs (OCI)" — Prepared biddings, deployed RFI, RFP, and RFQ, and integrated them into the company's project pipeline. Coordinated outreach and community engagement with city representatives and local officials, ensuring prompt and accurate B2B / B2C communication. Developed and maintained good standings and practices towards general construction guidelines & plan compliance.

SENIOR BUSINESS CONSULTANT

DELOITTE CONSULTING LLP - Chicago, IL

December 2015 to January 2017

Conducted in-depth assessments of current or owner-forecasted business activities & plans to determine specific programs, services, and regulatory requirements that applied to their respective business operations. Interviewed clients and all key employees about reviewing company roles by completing fractional apps and docs fulfillment towards obtaining immediate strategic information concerning their business practices. Developed customized comprehensive work plans, scheduled to start documenting and prioritizing identified faulty issues and assisting such businesses in their execution. Referred businessowners to in-house and national corporate assistance programs towards financial aid and growth implementation.

Success and Solutions

- Helped over 100 clients within the US and Canada from 20 NAICS industries to improve, re-engineered, and support their business operations - Provided intuitive guidance, allying with every organization that wanted to invest in change as to "where, when & how". Undertaking projects and contracting services on behalf of all clients' related businesses in excess of \$6.3 million annually on average.

DIRECTOR OF INVESTMENTS AND ACQUISITIONS

CMS COMMERCIAL LENDING GROUP, LLC - Hallandale Beach, FL

June 2013 to December 2015

Manage all aspects of the newly created commercial real estate division, including property acquisitions, dispositions, offering memorandums, sales, and marketing analytics. Funded over 150 real estate transactions with private and institutional mortgage loan dockets management, predetermined underwriting criteria, properties projections, and tools applications.

Success and Solutions

- Found, locked in, and syndicated multiple COM, RE1, and RE2 opportunities as transaction facilitator -Assigned over \$5 million dollars in gross sales, generated up to 15% annual N.O.I. (avg) per acquisition to private cash buyers and investment groups at discounted pricing from CMV. Established stabilized passive income properties for "buy-and-hold" investors.
- Targeted equitable real estate opportunities - Setting purchase and sales prices for negotiation with solid R.O.I. and multiple exit strategies in excess of \$125 million dollars; maintaining consistent and strong client and investor relationships.
- Allocated 3 strategic under-performing multifamily properties with over 650 apartment units, for the company's acquisitions portfolio, and pinpointed outside investors for their resale after stabilization within 11 months from purchase — Daily follow on 24 to 48 local and international investors and brokers to create 1 solid, pre-qualified mixed-use buyers/sellers' databases.

VP OF REAL ESTATE DEVELOPMENT

INVEST-2-SUCCESS - Miramar, FL

January 2007 to December 2014

Partnered with underperforming real estate brokerages and small real estate investment groups through the US economic recession in order to implement customized, self-attainable income solutions, in association with local private funding sources. Eliminated overheads and leveraged their gross income by 15% CAGR per branch (avg) from third parties hiring and outsourcing.

Success and Solutions

- Developed a profitable private investors syndication program in 90 days - Comprehensive funding & syndication business plan which relocated over 450 homeowners by involving crowdfunding and foreign equity towards the acquisition of distressed or under-performing single-family homes and small-sized multifamily units, paying double-digit rates of return to investors.
- Launched "From Distressed Property to Portfolio Asset P&S Pamphlet" within 9 months from recession strong hit - Positioning in-house, self-adjusting acquisitions, investments, and sales program, covering six core divisions including marketing, purchases, operations, renovations, networking, and sales. Modeling a proforma \$1 million dollars monthly gross revenue at top performance. Designed for sophisticated single-family home investors seeking multiple revenue streams.
- Recognized as a fast-paced and accurate rehabber - Bought, fixed, and sold numerous residential properties in FL, NC, SC, and CA by enrolling real estate agents and bird dogs as workforce, along with SOP implementation, providing additional accuracy to P&S negotiations. Increased acquisition figures from the ground up to 17.8% CAGR (avg) in 4 years; reached gross sales in excess of \$370 million dollars of rehabilitated single-family homes @ 16%+ growth EBITDA \cong 1:3 investment turnaround.
- Pre-qualified distressed homeowners with low or under-performing FICO scores and turned them into new tenants of performing inventory under in-house "lease-buy" or "lease-buy-back" programs -Producing 25% R.O.I. (avg), capitalizing on distressed inventory, clients' referrals, word-of-mouth, and biweekly educational seminars at local community centers.

PRESIDENT / CEO

SMART MODULAR TECHNOLOGIES - Miami, FL

March 2000 to December 2011

Startup to profitability in a record 6-month period. Challenged to build and direct a new company with a very small startup investment and one newly created concept. Implemented 3 simultaneous market penetration plans within 120 days of startup. Secured and established 22 corporate locations in 10 states on a 36-month expansion period. Kick-started 12 independently owned franchise operators in 8 countries. Raised working capital, and JV partnerships, growing brand recognition.

Success and Solutions

- Launched and trademarked a 20-day start-to-completion modular construction dwelling solution as a business concept - Created a unique retail & wholesale business program, merging two opposite industries into one turn-key mobile concept solution with ease of setup, based on consolidated S.O.P. Established showcase locations at shopping centers, malls, retail stores, trade shows, and associated-based operations with comprehensive certification, training, marketing, and sales package. Generated \$15+ million dollars in annual gross revenue (EBITDA).
- Doubled up sales figures for two consecutive years from startup increasing gross revenue @ 24% CARG—Successfully kept steady growth by building distribution channels to architectural offices, established interior design, and development companies with over 25 B2B affiliated locations in new market segmentation. Engaged and commissioned referrals and local bird dogs, knocking off over 20% of marketing and overheads. Propelled business opportunities with a DIY package with a 1:4 customer reorder ratio and gained 55% revisiting packages purchases orders at retail locations for well over 4 consecutive years.
- Championed OEM / ODM business solutions with pre-designed commercial setups - Established various partnerships in USA and China, negotiated favorable contracts, retained intellectual property, and outbid newly appeared competitors. Achieved positive cash flow at 1:7 gross returns by supplying 5 signature items and 8 preset modular dwelling designs with strong cost-effective turnarounds, generating an overall 30% passive-income increase YTD along with standard satisfaction-guaranteed policies. Secured new capital and locations for the company for its 12 years of retail presence. Achieved national IFA recognition in a record 3 years from startup.

Education

Master's degree in urban planning and management

PONTIFICIA JAVERIANA UNIVERSITY - BOGOTA, COLOMBIA
January 1998 to December 1999

Bachelor of science in architecture

PONTIFICIA JAVERIANA UNIVERSITY - BOGOTA, COLOMBIA
January 1993 to October 1998

Skills

- Marketing (10+ years)
- Branding (10+ years)
- Budgeting (10+ years)
- Forecasting (10+ years)
- Risk management (10+ years)
- Contract negotiation (10+ years)
- Business analysis (10+ years)
- Financial acumen (10+ years)
- Customers relationship (10+ years)
- Presentation skills (10+ years)
- Project management (10+ years)
- Real estate appraisal (10+ years)
- Analytics (10+ years)
- Customer acquisition (10+ years)
- Business Consulting (10+ years)
- Acquisitions (10+ years)
- Senior leadership (10+ years)
- Recruiting (10+ years)
- Microsoft Excel (10+ years)
- Blueprint reading (10+ years)
- Construction (10+ years)
- Project scheduling (10+ years)
- Project portfolio mgmt. (10+ years)
- Continuous improvement (10+ years)
- Roofing (8 years)
- Construction management (10+ years)
- Computer networking (10+ years)
- Project portfolio mgmt. (10+ years)
- Quality Assurance (10+ years)
- Continuous improvement (10+ years)
- Roofing (8 years)
- Construction management (10+ years)
- Computer networking (10+ years)
- Contract management (10+ years)
- Construction estimating (10+ years)
- Property management (10+ years)
- Sales (10+ years)
- Bilingual (10+ years)
- Talent acquisition (10+ years)
- Salesforce (10+ years)
- Contractor management (10+ years)
- AutoCAD (1 year)
- Bluebeam (1 year)
- Interior Design (10+ years)
- Microsoft Project (10+ years)
- Project Planning (10+ years)
- Sketchup (1 year)
- Revit (1 year)
- MicroStation (1 year)
- Project Coordination (10+ years)
- Network management (10+ years)
- Business Development (10+ years)
- Tableau (1 year)
- Procore (1 year)
- Research (10+ years)
- Project/program mgmt. (10+ years)
- Training & development (10+ years)
- Analysis skills (10+ years)
- Retail management (10+ years)
- Supervising experience (10+ years)
- Process Improvement (10+ years)
- Strategic Planning (10+ years)
- Contract management (10+ years)
- Construction estimating (10+ years)
- Property management (10+ years)
- Sales (10+ years)
- Bilingual (10+ years)
- Talent acquisition (10+ years)
- Salesforce (10+ years)
- Contractor management (10+ years)
- AutoCAD (1 year)
- Bluebeam (1 year)
- Interior Design (10+ years)
- Microsoft Project (10+ years)
- Project Planning (10+ years)
- Research (10+ years)
- Training & development (10+ years)
- Analysis skills (10+ years)
- Retail management (10+ years)
- Supervising experience (10+ years)
- Fair Housing regulations (10+ years)
- Project Leadership (10+ years)
- Team Management (10+ years)
- OSHA (10+ years)
- First aid (1 year)
- IICRC (1 year)
- Commercial construction (8 years)
- Microsoft Word (10+ years)
- Microsoft PowerPoint (10+ years)
- Microsoft Office (10+ years)
- Supply chain management (10+ years)
- Logistics (10+ years)
- Asset management (10+ years)
- Interviewing (10+ years)
- Sales management (10+ years)
- Management (10+ years)
- CMMS (1 year)
- Operations management (10+ years)
- Multilingual (10+ years)
- Primavera P6 (1 year)
- Identity & access mgmt. (10+ years)
- Employee evaluation (10+ years)
- Microsoft Access (10+ years)
- Financial management (5 years)
- Technical writing (10+ years)
- Proposal writing (10+ years)
- Retail & Customer Sales (10+ years)
- Root cause analysis (5 years)
- Restoration (5 years)
- Project mgmt. lifecycle (10+ years)
- Contracts (10+ years)
- LIHTC (10+ years)
- Economic development (10+ years)
- Yardi (1 year)
- Mechanical knowledge (5 years)
- HVAC (5 years)
- Growing experience (10+ years)
- Data collection (10+ years)
- Project mgmt. methodology (10+ years)
- ServiceNow (1 year)
- Conflict management (10+ years)
- Schematics (10+ years)
- Events management (1 year)
- Vendor management (10+ years)

- B2B and B2C (10+ years)
- Drafting (1 year)
- Pricing (10+ years)
- Management (10+ years)
- Product development (10+ years)
- Profit & Loss (10+ years)
- Microsoft SharePoint (10+ years)
- CRM software (10+ years)
- Business coaching (10+ years)
- Fundraising (5 years)
- Contracts (10+ years)
- Business intelligence (10+ years)
- HubSpot (10+ years)
- Google Suite (10+ years)
- Hotel experience (5 years)
- Leadership (10+ years)
- Sage (1 year)
- Project mgmt. software (10+ years)
- CGMP (10+ years)
- CAD (1 year)
- Change management (10+ years)
- Waterfall (5 years)
- Painting (10+ years)
- Restaurant experience (5 years)
- Account management (10+ years)
- Facilities management (1 year)
- Agile (10+ years)
- Marketing, Advertising & PR (10+ years)
- Multifamily construction (10+ years)
- Warehouse experience (5 years)
- Civil engineering (5 years)
- Scrum (5 years)
- Revenue cycle mgmt. (10+ years)
- Hazmat (10+ years)
- NABCEP (1 year)
- Quality control (10+ years)
- Primavera (1 year)
- Communication skills (10+ years)
- Microsoft Outlook (10+ years)
- Visio (1 year)
- Cost accounting (10+ years)
- Smartsheet (1 year)
- Document Management (10+ years)
- Cost control (10+ years)
- Negotiation (10+ years)
- Architecture & Engineering (10+ years)
- Consulting implementation (10+ years)
- Bidding and budgeting (10+ years)
- Risk mgmt. assessment (10+ years)
- Infusionsoft (5 years)
- Maintenance (10+ years)
- Hospitality (10+ years)

Languages

- **English** – Expert (Full Proficiency)
- **Spanish** - Expert (Full Proficiency)
- **Italian** – Intermediate (Work Proficiency)

Certifications and Licenses

- **Ygreen Certified Contractor** – Present - <http://www.954444roof.com/>
- **Certified Project Manager** - Present
- **LEED Certification** - Present
- **CPR Certification** - Present
- **OSHA 30** - Present
- **OSHA 10** – Present
- **OSHA General Industry Safety and Health** - Present
- **First Aid Certification** - Present

- **CAD Certification** – Present
- **Real Estate License** - March 2023
- **NABCEP Certification** – Present
- **Project Management Professional (PMP)** - Present

Assessments

- **Project timeline management — Highly Proficient.**

February 2022

Prioritizing and allocating time to effectively achieve project deliverables.

Full results: [Highly Proficient](#)

- **Work motivation — Highly Proficient.**

August 2021

Level of motivation and discipline applied toward work.

Full results: [Highly Proficient](#)

- **Work style: Conscientiousness — Highly Proficient.**

August 2021

Tendency to be well-organized, rule-abiding, and hard-working.

Full results: [Highly Proficient](#)

- **Management fit — Highly Proficient.**

February 2022

Measures the traits that are important for success in management positions.

Full results: [Highly Proficient](#)

- **Project timeline management — Highly Proficient.**

February 2022

Prioritizing and allocating time to effectively achieve project deliverables.

Full results: [Highly Proficient](#)

- **Verbal communication — Proficient.**

February 2022

Speaking clearly, correctly, and concisely

Full results: [Proficient](#)

- **Attention to detail — Expert.**

February 2022

Identifying differences in materials, following instructions, and detecting details among distracting information

Full results: [Expert](#)

- **Filing & organization — Highly Proficient.**

February 2022

Arranging and managing information or materials using a set of rules

Full results: [Highly Proficient](#)

Indeed's Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.