



Greg Ferguson

Management Consultant

Greg is a management consultant mostly to the construction industry. In that capacity, he has worked with numerous construction companies in training and consulting roles helping contractors improve their business and project needs.

Background & Industry Experience

A former U.S. Navy F-14 Tomcat flight officer who served 8 years on active duty. Greg arrived in Raleigh in 1995 as a management consultant to the construction industry. In that capacity, he has worked with numerous companies in training and consulting roles helping contractors improve their business and project needs. Since then, has led and participated in the planning, approval, development, and execution of a variety of cross functional internal and external projects up to \$100 million in market value as an owner's rep, owner, and general contractor. As CEO of his companies, his primary roles are leadership, business acquisition, financing, marketing, and sales of new projects and services.

An author, teacher, public speaker, and management consultant, Greg creates and teaches numerous classes to national and international audiences on subjects including communication and presentation skills, financial management, negotiation, strategic planning, time management, pricing and bidding strategies, change order management, leadership, customer service, business development, selling skills, and many more areas in professional development. Has taught in North and South America, Europe, and Asia. Has received the highest award possible from Toastmasters International--the Distinguished Toastmaster.

Greg is also a real estate broker, a certified real estate instructor in North Carolina, and a licensed General Contractor in North Carolina. A guest lecturer at North Carolina State University where he teaches presentation skills at the graduate level.

Education

- Bachelor of Business Administration from Baylor University
- MBA from Old Dominion University

