**SUMMARY: 20+ years of industry experience, 15+ at builder/developer project management.**

**Award-winning, results-driven real estate professional** with a proven track record in residential land planning, design, construction, development, legalities, management, and investment. **Experienced in project forecasting, budgeting, scheduling, negotiations, risk management, and strategic decision-making to drive successful outcomes meeting business metrics. Adept at distilling complex challenges into clear, actionable strategies.** Brings extensive expertise across the full real estate lifecycle, including **due diligence/feasibility analysis, entitlements, regulatory compliance (CEQA), site planning, design and engineering of vertical and horizontal elements, and construction management**. Experience spans thousands of residential lots (single-family and multifamily), including recreation centers, parks, and amenities. **Consistently achieves approvals within 2-3 review cycles through a methodical review of plans/comments, clear communication, and urgency.** Leverages diverse experience across multiple firms to curate best practices and optimize project operating models. A career shaped by exposure to top industry mentors has cultivated deep knowledge, **reducing risks and enhancing project certainty**. Known for professionalism, work ethic, resourcefulness, attention to detail, and a sense of urgency and duty. Author of *Land Planner's & Developer's Guidebook*.

**CORE SKILLS & ACCOMPLISHMENTS:** (Tasks, skills, and responsibilities done across multiple roles)

- **Strategic Management**: Manage to business plan targets in a fast-paced, dynamic environment.
- **Process Optimization**: Development and enforcement of company/division wide standard operating procedures (best practices), including **architectural standards, landscape plan standards and processes/forms**, ensuring consistency and quality across projects.
- **Developed** multi-tasking trackers to streamline reporting, establish team efficiency, keep with cadence
- **Project Scope/Scale**: Management of project sites ranging from **55 - 1,045 lots**, with a **250 lot** average.
- **Budget Oversight**: Creation, management, and operation strictly within **$4MM–$20MM** budgets.
- **Schedule Management**: Development and adherence to comprehensive schedules encompassing planning, engineering, plan checks, construction, and project openings.
- **Land Acquisition Due Diligence**: Feasibility/entitlements analysis, risk identification/mitigation, budget & schedule development, engagement with city officials & sellers, and drafting corporate presentations.
- **Land Planning / Entitlements**: Leads projects from concept design through municipality approval, including presentations to decision-making bodies on **maps, site design, and conditions of approval**.
- Comprehensive **reviews of architectural designs, civil engineering improvement plans & landscape architecture** to value engineer, optimize constructability & align elements with the market & the City.
- **Product & Site Design Leadership**: Directed engineers, landscape architects & product design teams through **site & park/amenity design, value engineering, constructability review, conflict avoidance**.
- **Special District Formation**: Coordination with third parties on **SCIP & CFD** formations & annexations.
- **Regulatory Compliance**: Ensuring adherence to **CEQA** requirements and regulatory agencies.
- **Procurement & Vendor Management**: Developed clear scopes of work per project and oversaw **RFPs, bid analysis, contracting** for civil/soils engineers, landscape architects & vendors/contractors.
- **Government & Vendor Relations**: Established trusted relationships with governing agencies and municipalities, including the **Cities of Menifee, Riverside, Wildomar, Jurupa Valley, San Jacinto**.
- **HOA Management**: Engagement within **HOA's & with property managers.**
- **Legal Compliance**: Management of DRE & FHA Approval process, generated Disclosures & CC&RS.
- **Leadership**: Provided coaching to underperforming employees toward performance recovery.
- **Team Management**: As **Director**, recruited and led teams of up to **six** employees.

**Roles:**

- *Director of Forward Planning,* ***Century Communities*** *(Southern California)*
- *Director of Planning,* ***Monte Vista Homes*** *(Southern California)*
- *Land Development Manager,* ***LGI Homes*** *(Southern California division)*
- *Project Manager II,* ***Richmond American Homes*** *(Inland Empire division)*
- *Project Manager,* ***KB Home*** *(Inland Empire division)*
- *Project Manager,* ***K. Hovnanian Homes*** *(Southern California division)*

**EDUCATION**

| | | |
|---|---|---|
| **BACHELOR OF ARTS, SOCIOLOGY** | *University of California, Riverside* | **03/2003** |
| ***University of Sussex at Brighton*** *(England):* | Business Management & Strategy | 2001-2002 |

## HONORS

- *Building Industry Association Baldy View* – 2021 Volunteer of the Year
- *National Association of Homebuilders* California Finalist, 2020 Young Professionals Award
- Passed, Homebuilding Field Manager Technical Training, *Centex Homes*, 2007

## ADDITIONAL INFORMATION

- **Work Samples:** Available upon request, including self-designed Trackers, Forms, SOPs, etc.
- **D.I.S.C. Assessment & Strengths Finder's Profiles:** Available upon request
- **Video & Audio from Public Hearings** showing RJ at work: Available upon request
- **References:** Available upon request
- **Project List:** Available upon request