

Jason Klein

1 Arbor Lea Circle, Doylestown PA, 18901
646.357.2470 | jtklein57@gmail.com

VP OF CONSTRUCTION

Construction Executive with an indelible reputation for delivering inventive business strategies and client-focused solutions that improve margins. Recognized for exemplary leadership, business unit startup, people development, client relationships, and client satisfaction.

By focusing on safety, construction quality, and maximizing efficiencies, my teams have delivered hundreds of profitable projects on time, under budget, and with over one-million-man hours without a lost time incident.

- Fiscal Accountability and P&L Management
- Leadership and People Development
- Business Development
- Strategic Business Planning & Execution
- Operational Auditing and Efficiency
- Risk Management and Performance Metrics

EXECUTIVE LEADERSHIP ROLES

L&K Partners, Inc. | New York, NY

September 2019 – Present

Business Unit Director tasked with launching a strategic business unit through industry relationships and a history of successful multi-site project rollouts.

Director of National Accounts, L&K Partners, Inc.

Strategically hired by the partners of the firm to expand their business operations out of the NYC area in efforts to diversify their construction portfolio and minimize risks. Reported directly to the Partner-in-Charge and worked alongside the other owners to develop the business intelligently.

- **Business Unit Development:** To ensure strategic growth, a strategy was put into place to ensure successful completions of projects outside of the NYC area.
 - *Holder of MA Unrestricted Site Superintendent License & NASCLA Qualifying Agent.*
 - *Developed complete business plan and playbook to define business expansion to out-of-state operations, which included strategic business development and operational organization.*
 - *Created a recruiting program for out-of-state employees to ensure the right project manager's and superintendents were hired for the correct programs.*
 - *Established an out-of-market preconstruction team lead to accurate construction bids, allowing the team to be more competitive and hold margins during delivery.*
- **Sales and Marketing:** Utilized existing industry contacts and business connections, as well as established new connections from existing L&K clientele to build the national program client portfolio. Lead marketing efforts to inform clients of our out of state capabilities.
 - *Worked with the marketing team to develop a marketing campaign and brochure to inform existing clients that L&K Partners, Inc. was now able to service them out of the NYC metro area.*
 - *Attended and spoke at various industry gatherings regarding COVID trends and the future of the industry.*
 - *Exceeded initial new client acquisition goal.*
- **Surpassed Initial Profitability Targets:** With bulk site awards, initial gross profitability targets were beat by 12%. Due to new client acquisition, revenues were increased year-over-year as well.
 - *Acted as lead estimator, project manager, and superintendent throughout multiple project lifecycles in order to achieve success.*
 - *Negotiated with Master Service Agreements with clients that ensured favorable OH&P numbers. The MSA's also included minimum site award guarantees to maintain consistent profitability scale in accordance with a revenue plan that worked for all project and program stakeholders.*

Construction Executive with proven track record of increasing revenue and maximizing profits across all accounts nationwide.

VP of Construction, ImageOne Industries

Hand-selected by the Board of Directors and investment partners to revamp and grow the construction business unit and increase margins. Reported directly to the CEO and worked in close partnership with the CFO. Managed four operational leads and oversaw an overall staff of over 20 employees.

- **Overhaul of Existing Organizational Structure:** Evaluated current staffing model and restructured organization of the construction division to maximize efficiencies, promote growth from within, establish a team-based culture while reducing overhead burden.
 - *Reorganized the construction division into functional teams with clear reporting structures by defining roles and responsibilities measurable by established KPI's.*
 - *Created and fostered a team-based atmosphere where the success and knowledge share of the team was a critical component, thereby allowing employees to learn and advance in their roles and careers.*
- **Streamlined C-Suite Reporting:** Developed relationships with investors, financiers, and key stakeholders in order to effectively share construction forecasts and business growth based on other required reporting. Modernized the construction cost reporting system to accurately forecast gross profit and report week over week increases in profitability throughout construction delivery.
 - *Implemented cost reporting system that lead to one year gross profit growth of 5% (upwards of 15% when legacy accounts are not factored in); eliminated post close profit deterioration due to all costs being forecasted at time of occurrence.*
 - *Consistently and accurately worked with sales team to incorporate target clients into annual revenue forecasts.*
- **Margin & Revenue Growth:** Increased margins by 5% (upwards of 15% when legacy accounts are removed) and revenues by 40% by focusing on new client acquisitions and project manager based cost reporting.
 - *Focusing on building long term relationships and understanding the needs of clients and project stakeholders has fostered ongoing partnerships with many key clients as well as with the subcontracting community.*
 - *Overhauling existing cost reporting structure and making cost reporting and management a part of the project managers KPI's ensures that they know the money they are spending and makes them accountable for managing costs on site, increasing revenues via CO.*

Relationship-oriented leader committed to building a successful construction business by earning repeat work from clients, fostering ongoing partnerships with the subcontracting community, and advancing the careers of direct reports and colleagues.

Construction Operations Director, KFC American Showman Acceleration Program (ASAP)

Hand-selected by the Lendlease Executive Leadership team to take over the management of all construction operations of a \$250M annual revenue program. Reported directly to the General Manager; directed five regional leads and an overall staff of over 30 cross-discipline employees.

- **Analyzed and Revamped Operational Delivery Systems:** Audited current delivery model to determine how to better plan internal resources to maximize delivery.
 - *Developed and oversaw the revamp of the delivery model which added 12% to company profits without cutting internal resources.*
 - *Managed 2017 build plan delivery of over 500 locations, up over 250 locations from previous year.*

- **Streamlined Executive Level Reporting:** Developed relationships with clients to understand their needs and restructured existing reporting. Improved internal reporting across all functional units, resulting in increased visibility into individual cost centers.
 - *Successfully improved client satisfaction by providing unprecedented line of site into our construction deliverables and critical path.*
 - *Collaborated with executive lead team to reduce general conditions expenses and increase profitability.*
- **Improved Staff Performance and Satisfaction:** Established Key Performance Indicators to assist in staff development and invested in employee satisfaction which increased performance.
- **Margin & Revenue Growth:** Increased margins by 12% and revenues by 50% by focusing on staff and operational efficiencies and expediting the build plan.

Program Executive, Chase Bank Cash Recycler Program

Challenged with revamping a failing account by the Lendlease Executive Leadership team. Managed 5 employees and a team of over 15 general contractors to install 1,200 cash recyclers in active branches in a single calendar year.

- **Crafted executable business plan:** Overhauled existing program delivery plan to ensure the successful completion of the required build plan.
 - *Utilized Prolog and Tableau to create a critical path schedule of all 1,200 locations; scheduled each location based upon geographical efficiencies.*
 - *Audited business operations and identified previously untouched profit centers. By self-performing survey and supervision the team was able to recognize these profits.*
 - *Increased profits by an average of 18% nation-wide.*
- **Business Development:** Worked with the existing client to negotiate contracts in their other construction business programs, which ensured continuing revenue for the company.

JAK Construction Management Corp. | Hoboken, NJ

October 2008 – June 2011

Entrepreneurial start-up of construction management firm focused on luxury construction and renovations.

President

After years of experience in the mid-rise and luxury construction field, pursued an opportunity to take over the construction management of a 10-story luxury condominium being constructed in Edgewater, NJ.

- **Created Business Plan & Risk Register:** Examined all construction risks inherent in the current operation.
 - *Reworked all existing contracts with contractors currently on-site*
 - *Value engineered existing project to bring site back into budget while working closely with the developer.*
 - *Assisted the developer with reworking financials and modifying their construction loan with their bank.*
- **Efficient Labor & Resource Utilization:** Managed overhead to ensure that program and projects stayed within budget. Self-performed work along with the team crew whenever necessary to maximize profits.
- **Track Record of Successful Delivery:** Delivered all contracted projects successfully, on time, and under budget.

Education & Licenses

Master of Science: Construction Management

New York University, New York, NY

Bachelor of Arts: Accounting

Muhlenberg College, Allentown, PA

Construction Licenses & Qualifications

MA Unrestricted Site Supervisor License, NASCLA Qualifying Agent (Alabama, Arizona, Arkansas, Florida, Georgia, Louisiana, Mississippi, Nevada, North Carolina, Oregon, South Carolina, Tennessee, Utah, Virginia, West Virginia), 30 Hour OSHA

References & Project List

References & Complete Project List Available Upon Request