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“Every successful business relies on effective communication, strong leadership, continuous education and a clear vision. Together we can build a thriving culture and a team that brings these elements to life”

EXECUTIVE (VP/CEO/COO)

Innovative executive, consultant and entrepreneur with over 30 years in the architectural, engineering & construction industries. Founder, co-founder and facilitator of multiple companies and organizations, including one that remains active today, a benefit for all we do.

DEMONSTRATED ACHIEVEMENTS

- Identified business opportunities and implemented new processes that generated substantial growth in a company during a struggling economy (2008-2009).
- Responsible for helping a company build its clientele, company image, improve its culture, and portfolio representation, leading the company to triple in size, alongside the available capital (2012-2014).
- Founder of UNITY Commercial Solutions, a commercial façade subcontractor (2014-2017). As 100% WMBE Owner, company grossed \$2.5M in year 1, then doubled in gross revenue, annually, year over year following.
- Oversaw operations, such as cash flow, project management, projections, compliance, staffing and profitability, to ensure overall company success.
- Managed Business Development, client to vendor relationships, and accountability.
- Co-founded SECTOR Consulting and IMPACT Institute, with a mission to educate the workforce in business & trade skills, compliance, leadership and communication.
- Developed corporate vision and mission, with proven strategies to achieve goals.
- Attained a LEED Associate Certificate (2012), Competent Person Suspended Scaffolding Certification (2019), and NCCER Craft Instructor Certification (2019)
- Responsible for curtain wall extrusion development and energy assessments.
- Resolved testing and compliance issues with multiple parties, including contractors, subcontractors, and regulatory entities on state, local and national levels.
- Produced forensic engineering & innovative solutions on 50-story marble renovation, with a goal to achieve LEED Platinum.
- Opened various service offerings and deliverables with a team of engineers, architects and field technicians, which helped company exceed goals.
- Developed and delivered numerous AIA accredited presentations to industry partners, delivered project management courses as an SME to the community colleges, emceed various events, such as the Zach World of Facades, and continue to develop a positive reputation in that arena.

EXECUTIVE EXPERIENCE

PBK Architects | Texas

2025 - Present

Principal Regional Managing Director of Operations- BEAM

PBK is a private, full-service architecture and engineering firm driven by a culture of client obsession. While widely recognized for their work in K-12 and higher education, their expertise also extends into sports facilities and healthcare design. Over time, PBK has grown into a broader family of companies, including BEAM (Building Envelope Asset Management), reflecting their continued expansion and specialized service offerings.

- Responsible for managing six offices in the central region of the U.S. (all in Texas currently)
- Drives high-performing teams through leadership, mentorship and accountability
- Relays market trends, key target clients, culture/code shifts and KPI's to Executive team
- Leads innovation ideology and process improvement
- Develops and Delivers AIA/CEU presentations throughout industry events/conferences
- Identifies and implements methods for continuous improvement and consistent growth
- Understands top line development and business lines for investment
- Creates a seller-doer mentality and leads by example

Lerch Bates | The Colony, TX

2020-2025

Regional Managing Director

Lerch Bates was originally established as a vertical transportation consulting firm, but through a series of acquisitions, the company expanded its services to include building enclosure consulting. This is where I found my role.

- Responsible for managing Forensics, Existing Buildings & New Construction
- Drives the region to achieve and surpass sales, office and project profitability, cash flow, and business goals and objections
- Participates in strategic planning, innovative business solutions, client negotiations, and appropriate risk-reward relationships.
- Provides professional engineer/principal review, technical expertise, and project oversight where needed
- Hires, trains, develops, and appraises management staff effectively. Staff includes engineers, architects, contractors, and business operations specialists.
- Builds and promotes partnership between Directors and Business Development, while regularly interacting with, providing, and relaying information between Executive Team to accomplish company goals.
- Develop and maintain high-profile external relationships within customer constituents, and professional organizations.
- Continually investigates and introduces process improvement measures

SECTOR CONSULTING, MBE | McKinney, TX

2014-Present

Co-Founder / COO

SECTOR was founded as a consulting organization for EHS and has evolved into a national consulting and education company with a client base including businesses (AEC and Manufacturing), non-profits and colleges. SECTOR specializes in workforce development, regulations, soft skills and technical skills across many industry sectors.

- Hires and manages qualified Subject Matter experts
- Oversees cash flow, budget and financial goal planning for the company operations
- Leads strategic planning program meetings
- Researches various opportunities and manages implementation team
- Communicates with clients regarding contract negotiations, instructor qualifications and scheduling
- Creates and Cultivates partnerships for community outreach and grant funding
- Ensures company certifications, taxes and legal agreements are being maintained
- Creates and delivers course content, presentations and industry specific classes, for specialty topics, as well as NCCER accredited courses
- Promotes business deliverables, successes, partnerships and opportunities

UNITY Commercial Solutions, WBE | Plano, TX

2011-2017

President/CEO – 2016 Luna Awards Winner “Rising Star”

UNITY focused on the design, fabrication and installation of premium architectural surfaces, such as natural stone, large-format porcelain panels, custom cladding assemblies, granite, metal, fiber cement for both commercial and institutional projects.

- Responsible for the management accountability of all departments, including Estimating, Accounting, Project Management, Sales, Field Operations and Administration
- Produced innovative ideas to meet design intent of commercial construction and/or renovation, which led to process improvements
- Developed & cultivated mutually beneficial higher-level successful relationships
- Reviewed and approved contracts, final business decisions and client relations
- Approved expenses, pay rates and signed paychecks
- Hired, trained and mentored management and staff

Vice President of Operations

A small glass & glazing subcontractor with a task to substantially grow year over year. We accomplished a 500% growth in one year, which was the desired goal of ownership.

- Created Estimating Platform and managed profitability
- Re-branded company and generated process improvement for growth
- Developed and maintained cash flow for expectation and accountability
- Oversaw project management, sales, estimating, and field operations
- Generated new clients and cultivated client relationships through communication and consulting
- Helped company grow from \$500,000 gross revenue to \$3M in 1-year, as desired
- Developed company documentation consistency, procedures and policies
- Reviewed and approved contract agreements and negotiations
- Offered innovative solutions through partnerships with Engineering, Architects and Developers, alongside Manufacturer Alliances
- Developed and managed successful relationship with both internal and external clients

AFFILIATIONS / COMMUNITY

- IMPACT Institute (**Managing Partner**)
- CSI Dallas & Fort Worth - Presenter
- AIA Dallas - Presenter
- International Institute of Building Enclosure Consultants (**Current Board Member**)
- Habitat for Humanity- Volunteer (Family Housing, Design, Training)
- American Subcontractors Association- Volunteer (Fundraising, Education)
- TEXO – Volunteer (Events Committees, Training/Education)
- City Square Dallas- Volunteer, Education (Housing, Education, Counseling)
- Alliance Safety Council-Training Partner (OSHA Training Institute-OSHA Education)
- Tri-County Regional Hispanic COC- Member (Education, Networking)
- USGBCI (Environmental and Sustainability)
- Dallas Leadership Foundation - Education Partner (Underserved communities)
- The Way Back House - Training Partner (Veterans, Ex-Offenders)
- Texas Glass Association- Training Partner (**Previous Board Member**)
- Collin County (Vendor Client/Educational Partner)
- Grayson County (Vendor Client/Educational Partner)
- Tarrant County (Vendor Client/Educational Partner)

EDUCATION

Bachelor's Degree in Engineering Management & Leadership, **Old Dominion University**, VA
Bachelor's Program in Construction Management, **Purdue University**, IN
Associate Degree in Mechanical Engineering, **Triton College**, IL