**[Project Manager Business Development](https://www.postjobfree.com/resume/ady4ul/project-manager-business-durham-nc)**

**Location:**Durham, NC

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**Resume:**

Henry Corvera

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MANAGING PROFESSIONAL

• Passionate about Business Development Sales Enthusiastic Eager to Help & Contribute Willing To Relocate

• Creates new business opportunities

• A versatile and skilled professional with experience in improving profitability and quality standards.

• Inspirational resource with a 30-year track record of operational efficiency improvement across various industries.

• Disciplined in prioritizing needs and all facets of change management process.

• Technical expertise necessary to ensure compliance with all government and private industry contractual specifications and regulations.

• Customer Relationship Management.

• Training and Team Development.

EDUCATION

• Bachelor of Science Hospitality Management: Florida International University Miami, Fl.

• Relevant Course Work: Marketing, Physical Plant, Accounting, Law, Operations, Environmental Management

• Certificates: Modern International Relations, History of Science I Cambridge University UK WORK EXPERIENCE

CARMODY & ASSOCIATES, INC. SHATTUC, IL ASSOCIATE 2021-PRESENT Scope: Based in Durham, North Carolina office, responsible for market development and sales of heavy equipment and construction machinery in Florida, Puerto Rico, the Caribbean and Latin America. www.carmodyaa.com Key Performance Indicator: On the first year, did $1.2MM in sales with an average sales gross profit margin of 12% compared to company wide sales margin of 8%

ALQUILA MI MAQUINARIA. Santa Cruz, BOLIVIA PRESIDENT/OWNER 2012-2021 Scope: Conceptualized and started a successful construction machinery rental business, with a focus on Bobcat skid steers with accessories, mini excavators, forklifts, generators and manlifts. www.alquilamimaquinaria.com Key Performance Indicator: Within the first year of operations, positioned Company as the Premier Bobcat rental company in the city of Santa Cruz, Bolivia

WADLEY CONSTRUCTION. Las Vegas, NV PROGRAM/PROJECT MANAGER 2009-2011 Scope: Introduced Company to Federal Business Opportunities. Obtained SDVOSB status from U.S. Department of Veteran’s Affairs to gain competitive bidding advantages. Won and executed its first and subsequent SDVOSB government contracts. Expanded Company’s General Contracting geographical presence and scope. Identified projects, estimated, wrote proposals, presented bids and managed contracts. www.wadleyconstruction.com Key Performance Indicators: Directly responsible for obtaining over 8 million dollars in government contract awards., 2011 Highest paid company executive.

MACOR MOTORS. Las Vegas, NV PROPRIETOR 2004-2009

Scope: Started an auto repair shop and nurtured it from concept development to successful positioning as a reputable state-of-the-art, boutique style business. Key Performance Indicator: Certificate of Commendation- Senator Harry Reid CORVERA ABATEMENT TECH. St. Louis, MO BUSINESS/PROJECT MANAGER 1998-2006 Scope: Set policy in the Operations Department of this 8(a)-HUBZONE Certified Environmental Remediation Firm. Managed over twenty federal contracts with a value of 29 MM. Supervised over 90 technical and trade employees deployed across the USA. Provided logistical support for a worldwide Department of State-Foreign Building Operations asbestos abatement IDIQ contract.

Key Performance Indicator: Led employer to earn Department of Defense-Logistics Agency's “Business Alliance Award for Most Innovative Small Business Performer of the Year”, among 400 other nominees, next to Boeing Corporation winner of the same distinction for Large Business. CORVERA ABATEMENT TECH. Weldon Springs, MO GENERAL FOREMAN 1997-1998 Scope: Directed 55 HAZMAT Techs, technical and heavy equipment operators and administrative personnel. Supervised Phase III remediation of 229 acres contaminated with radioactive thorium, uranium, DNT, TNT, PCBs, asbestos, heavy metals, lead, hydrocarbons and acids at Weldon Springs Super Fund Remedial Action Site. Key performance Indicator: Led team to earn the Department of Energy’s “Safe Contractor of the Year Award” for two consecutive years

ARAMARK Corp. Las Vegas, NV CATERING MANAGER 1995-1997 Scope: Restructured and doubled revenues at ARAMARK’S Catering Department at University of NevadaLas Vegas and transformed it into a high end “Premier University” catering service. Responsible for on and off-site special events for domestic and international executive and business groups including the University’s exclusive “Donor’s Circle” Key Performance Indicator: Earned University President Carol Harter's “Excellence in Service Award” CAESARS PALACE. Las Vegas, NV RESTAURANT MANAGER 1992-1995 Scope: Controlled all aspects of front-of-the-house operations at Café Roma, a 24-hour high volume, high-end, 420 seat restaurant. Grossed 12MM yearly revenues. Supervised a staff of 145 team members. Key Performance Indicator: Longest lasting Manager in the 25 year history of this high pressure and demanding restaurant..

TROPICANA RESORT AND CASINO. Las Vegas, NV ROOM SERVICE MANAGER 1990-1992 Scope: Department Head accountable for all aspects of 24-hour F&B services at this 1900 room resort. Directed a staff of 110. Frequent organization and execution of elaborate VIP services and hospitality events. Key Performance Indicator: Multiple work promotions at back and front of the house departments since starting employment in 1987 as Assistant Executive Steward at this prestigious Las Vegas resort. PROFESSIONAL DEVELOPMENT/AFFILIATIONS

• Construction Management, Environmental Compliance, OSHA Compliance, Human Resource Development Seminars, Safety Training, HAZMAT/Asbestos Supervisor.

• Hispanic Contractors of America, Las Vegas Chamber of Commerce, St. Louis Business Owners, U.S. Hispanic Chamber of Commerce. OTHER

• US Citizen

• Fluent in written and spoken English and Spanish

• Intermediate conversation Portuguese

• Microsoft office programs