

# KEVIN S. WALLACE

1176 N Murdock Dr  
Pleasant Grove, Utah 84062  
[kevinwallace3@gmail.com](mailto:kevinwallace3@gmail.com)  
(801) 960-6036



## CAREER SUMMARY

- Seasoned High Level Manager with an exceptional track record in project ranges from \$500k to \$100 mil.
- 15+ years of experience in construction project management, preconstruction, and operations in the following niche markets: office, multi family, entertainment, medical, education, retail, and fitness.
- Extensive knowledge of construction management of pre-construction, horizontal, and vertical including: core and shell, podium structures, steel erection, wood construction, structural concrete, TI's, civil, demo, office management, team mentoring, budgets, communications, logistics, and client management.

## CAREER EXPERIENCE

### Brix Construction – Lehi, UT

**2022 – Present**

UBA Companies commercial division specializing in steel core and shells, tilt ups, and multifamily. \$200 mil.

#### *Senior Project Manager*

- Charged to manage projects from \$25 million to \$35 million focused on: preconstruction planning, constructability, fulfillment, project coordination, owner & city coordination, and team management.
- Managed scopes through preconstruction, constructability reviews of up-and-coming projects ranging from \$50 mil to over \$100 mil, helped integrate systems Acumatica (accounting) and Autodesk Cloud (project management), improved business practices for project management, accounting, estimating, scheduling, general protocol, and brought on to help establish commercial industry standards requirements.
- Responsible for a project in poor progress status requiring an in-depth review of buyout, budgets, sub coordination, and site team coordination. Project was at a dead stop, and behind schedule by 1.5 years as issued to me. Project is organized, production is high, and now tricking to complete in March 2024.

### Lumio HX – Lehi, UT

**2021 – 2022**

Top 5 national solar company, with over 3500 employees, providing energy solutions to commercial and residential markets.

#### *Director Of Partner Marketing*

- Directly responsible for revenue gains of \$89 million via strategic partnerships, system integration, ad spend, and advertising.
- In depth knowledge of marketing channels, testing campaigns, lead generation, contracts, budget management, department strategy planning, and delivered: sales materials, digital marketing solutions, web page development, copy write, link outs, articles, system development, testing and integration, Zapier webhooks and mapping, conversion reports, cost analysis and strategic planning, and finance management.
- Managed teams integrating systems which included: Salesforce, Zapier, Nice CXone, Active Prospect, Jornaya, Flowcode, Calltools, Airtable, Google, and office tools.
- Built a reputation as a “go to man” that excelled at receiving projects and managing them to completion and intended function. Required team and department coordination with key talent, and executives.

**Rimrock Construction – Draper, UT****2020 – 2021**

General Contractor covering the Western US with niche markets in: office ground ups, steel structures, hotels, multi family, senior living, and TI's.

**Project Manager**

- Trusted to manage projects from \$12 million to \$50 million focused on: preconstruction planning, fulfillment, project coordination, owner & city coordination, and team management.
- Reported to senior level executives about project health and timeline status, in depth budget review and buyout, contract management, wins and losses, owner review, and project coordination.
- Entrusted with high level owners to deliver contracts on time and on budget resulting in repeat business, and customer satisfaction.
- Challenged to take on a project that had suffered from high turnover, over budget, and incorrectly installed equipment. It was required to organize, manage angry owners, develop a complex schedule, provide accurate projection loss, coordination with subcontractors, tenants, owners, and city. Project completed as projected, and owners were satisfied with the result.

**Kier Construction – Ogden, UT****2019 – 2020**

General Contractor in the Western United States with niche markets in: commercial, multi family, office, hotels, religious, retail, TI's, and State and Federal Level.

**Project Manager**

- Managed projects from \$6 million to \$13 million focused on: preconstruction planning, fulfillment, project coordination, owner & city coordination, and team management.
- Reported to senior level executives like: CEOs/Presidents, and Directors about project status, displaying management skills to work through complex issues and situations for success.
- Managed teams successfully; mentored team members for increased understanding of scope and aided to set goals for career advancement. Mentored 3<sup>rd</sup> party teams including subcontractors, and owner groups through complex projects for success.
- Managed: preconstruction, subcontractor interviews, risk management, plan development, budget establishment, schedule generation, buyout, contracts, project coordination, closeout, and turnover.

**Rimrock Construction– Salt Lake City, UT****2016 – 2018**

General Contractor covering the Western US with niche markets in: office ground ups, hotels, multi family, senior living, and TI's.

**Project Manager**

- Oversaw projects ranging from \$3.5 million to \$50 million meeting: budgets, schedules, project coordination, owner coordination, and contract management.
- Managed projects that operated in the black and completed strong for successful profitability. Trusted to assist with projects in the red to help minimize costs, and issues to reduce risk.
- Project managed to completion: ground ups, steel erection, TIs, Civil, buyout, contracts, schedules, RFI's, Submittals, CO's, bid management, budgets, and closeout.

**Layton Construction CSG Group– Salt Lake City, UT****2015 – 2016**

Nationally recognized general contractor specializing in multiple national and international niche markets.

**Assistant Project Manager**

- Oversaw large scale projects ranging from \$10 million to over \$100 million, meeting schedules, coordination with multiple issues including other general contractor's projects, local businesses, and owner/city officials.
- Project managed to completion: core and shell, TI, civil, buyout, contracts, schedules, RFI's, submittals, CO's, bid management, budgets, and closeout.

**Steed Construction – Salt Lake City, UT****2014 – 2015**

Commercial construction company specializing in multiple niche markets including: health, education, government, retail, restaurants, religious, and hotels. - \$100 million

**Project Engineer**

- Oversaw projects ranging from \$1 million to over \$6 million, and to date all projects have been profitable.
- Managed all aspects of construction management that included: buyout, contracts, schedules, RFI's, submittals, CO's, PCO's, bid management, new builds, TI's, financials, and site improvements.

**AUDIO VIDEO SYSTEMS INC.- Midvale, UT****2013– 2014**

Commercial and residential low voltage, automation, fire, security, surveillance, audio/video, and energy management - \$3 million

**Project Manager/Business Development**

- Design bid all projects including engineering, estimating, presenting, and meeting project scope resulting in 100% customer success rate.
- Secured 6 key accounts in the first 4 months providing 16+ projects for 2014.
- Responsible for development of new market channels via networking, social media marketing, PPC campaigns to increase public outreach, and ultimately beef up the bottom line.

**VIRTEL MARKETING INC.- Pleasant Grove, UT****2010 – 2013**

Digital marketing firm specializing in social media strategy, web site optimization, PR management - \$4 million.

**Director of Business Development**

- Increased business sales from \$1.5 million to \$4 million in just over a year, providing stellar solutions.
- Employed diverse sales strategies accounting for 80% of business development utilizing: networking, trade shows, social media, public relations, infographics, and lead generation.
- Increased team new business by \$1.5 million and managed the success of two sales executives.

**CARPENTRY KING– MAPLETON, UT****2002 – 2010**

Finish carpentry company I founded and managed with a unique approach to detail - \$500,000.

**President and CEO**

- Built from ground zero to generated over \$375,000 gross annual revenue within the first 3 years.
- Managed 20+ projects a year meeting schedules, budgets, contracts, and client expectations.
- Oversaw a team, up to 6, establishing accurate estimates, keeping schedules, and milestone benchmarks.
- Project sizes ranged from \$500,000, to over \$8 mil.

**CLYDESDALE FINISHED CARPENTRY –American Fork, UT****2000 – 2002**

Finish carpentry-based company – \$300,000

**Project Manager**

- Managed and serviced key clientele to retain 75% of business and build rapport in a high-pressure environment.
- Resolved complicated customer issues, and needs resulting in 50% increase in customer loyalty.
- Oversaw a team of 4 associates doubling efficiency.

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**PROFICIENCIES**

- Project Manager
- Budget Manager
- Construction Mgnt
- Estimator
- Project Engineer
- Constructability
- Quality Control
- Site Coordination
- Schedule Management
- Communication
- OSHA 30 Certified
- Preconstruction
- Procore & Autodesk
- Accountability
- Detail Orientation
- Contract Mgnt
- Conflict Resolution
- Mentor
- Licensed Contractor
- Tech Savvy
- Reliable

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**EDUCATION****Bachelor of Science Technlogy Management**

Utah Valley University, 2004, Orem, Utah

**Associates Construction Management**

Utah Valley University, 2002, Orem, Utah

**Associates Applied Science**

Utah Valley University, 2002, Orem, Utah

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**REFERENCES:**

- Available upon request.