

WINSTON M. A. WILLIAMS, JR.
MBA, PMP, LEED AP

PROFESSIONAL WORK HISTORY

WMWILLIAMS & PARTNERS VI, LLC
PRESIDENT/CEO

OCTOBER 2023 - PRESENT

FIRSTKEY HOMES, ATLANTA GA

MAY 2021 - SEPTEMBER 2022

SR. VICE PRESIDENT CONSTRUCTION & MAINTENANCE

Led construction & maintenance organization \$400MM through tremendous fast-paced growth, increased portfolio by 68% (20,531 homes) in 14 months. While maintaining an industry leading Birdeye score of 4.1.

- ♦ Increased monthly construction productivity by 169% (1,110 homes/month to 2,995 homes/month); while increasing construction team by only 79.3% (87 to 156 construction superintendents)
- ♦ Grew the maintenance team by 115% (from 95 to 201 maintenance techs), Reduced the number of residents with aging work orders > 30 days by 25%. Led corporate Maintenance As A Differentiator (MAAD) initiative to differentiate FirstKey Homes from our peers.
- ♦ Oversaw the development and implementation of an internal work order management system Facilgo.
- ♦ Increased the markets that we operate in by 21.7% (23 to 28).
- ♦ Developed and implemented a number of policies and procedures to standardize operations and manage risk across all 28 markets. Deployed several strategic construction initiatives that reduced overall ownership costs of the homes and mitigated resident escalations.

MORTENSON CONSTRUCTION, MINNEAPOLIS MN

JUNE 2015 - APRIL 2021

PROJECT EXECUTIVE

Demonstrated long term strategic planning expertise on several company-wide initiatives while managing project teams from design phase services through project turnover on all assigned projects.

- ♦ Worked on a strategic initiative to identify global trends that would lead to disruptive threats/opportunities to the organization's present business model
- ♦ Previewed proposals before submission and participated in Request for Proposal process
- ♦ Mentored and managed team members, establishing and fostering team environment
- ♦ Detail orientation sufficient to organize and manage multiple project tasks
- ♦ Developed team members for future career consideration and training opportunities
- ♦ Established and implemented project objectives and procedures
- ♦ Reviewed work of Project Managers assigned to projects
- ♦ Developed and trained junior staff on the technical aspects of construction and subcontractor and client relations
- ♦ Achieved company's internal profitability goals along with delivering a signature project for strategic marketing purposes

TURNER CONSTRUCTION COMPANY, ATLANTA, GA; INTERNATIONAL

AUGUST 2006 - JUNE 2014

PROJECT MANAGER/SUSTAINABILITY MANAGER

Demonstrated strategic leadership while assuming full accountability for all project tasks, encompassing cross-functional team management, driving sustainability action plans, bidding through completions, liaised with government agencies, managed several design/build projects from proposal to final completion.

- ♦ Responsible for business development, including preparing and presenting proposals, writing SOWs, and building client relations
- ♦ Successfully implemented lean methods and balancing cost and quality with project delivery timelines
- ♦ Hired and trained top-tier staff, promoted team efforts, and supported major gains via quality assurance processes
- ♦ Completed sustainability planning and implementation across *Atlanta & South East Region (Carolinas, Florida, Tennessee, Georgia)*
- ♦ Recognized with innovation Award for Green Construction and Lean Management

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AL NEYER, INC. CINCINNATI OH

NOVEMBER 2005 - JUNE 2006

DIRECTOR - DESIGN/BUILD

Demonstrated engineering and design expertise while focusing on quality project deliverables. Shouldered full P&L accountability for all projects undertaken while simultaneously directing quality improvement, client satisfaction, innovation,

- ♦ Managed relationship development with outside A/E firms, contractor negotiations, and innovative project designs
- ♦ Led recruiting to build winning teams, defined internal processes and systems, and managed contractor negotiations
- ♦ Established critical business relationships and participated in local zoning board review/negotiation process
- ♦ Controlled scope development and management as well as commercial performance of the project to ensure attainment of established goals

EDUCATION

MASTER OF BUSINESS ADMINISTRATION (MBA) | EMORY UNIVERSITY, GOIZUETA SCHOOL OF BUSINESS |

BACHELOR OF SCIENCE (BS) – CIVIL ENGINEERING | HOWARD UNIVERSITY |

PROFESSIONAL LICENSES

GENERAL CONTRACTOR: USVI, CHEYENNE WYOMING, FLORIDA, GEORGIA, AND VIRGINIA

PROJECT COORDINATOR/CONSULTANT: USVI

PROFESSIONAL ENGINEER: CIVIL ENGINEER USVI

CERTIFICATIONS

CERTIFIED PROJECT MANAGEMENT PROFESSIONAL (PMP)

LEED-AP