

# John G. Lintz

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## ***A Construction and Real Estate Management Professional with a Track Record of Excellence***

### **SUMMARY OF QUALIFICATIONS**

Highly-motivated and results-driven sales and management professional with a history of success in commercial and residential construction industry. Proven results overseeing multimillion-dollar projects, including a custom home project valued in excess of \$21 million. Versatile and exceptional leader with vast experience in residential sales, purchasing analysis, and marketing management. Focused manager with a track record of cutting costs and increasing profits while adding value. Consummate communicator with the interpersonal and presentation skills to cement lasting vendor, client, and government relations. Demonstrated ability to provide multi-craft supervision that ensures project success. Consistent high achiever and team builder who thrives in a diverse group environment.

### **PROFESSIONAL EXPERIENCE**

REMAX REALTEC GROUP-- *Palm Harbor, Florida*

**2009 - Present**

#### ***Broker Associate***

Promoted sales of properties through advertisements, open houses, and participation in multiple listing services. Advised clients on market conditions, prices, mortgages, legal requirements and related matters. Coordinated property closings, overseeing signing of documents and disbursement of funds.

- Specializing in military relocations and coastal and beachside residences.

ATLANTIC TO GULF CONSTRUCTION -- *Palm Harbor, Florida*

#### ***Owner***

Sole proprietor of independent licensed and insured general contracting firm. Specializing in commercial buildouts, maintenance contracts, and remodeling.

BAY GULF CONSTRUCTION -- *Tampa, Florida*

**2008 - 2009**

#### ***Independent Construction Consultant***

Oversaw large, high-profile, projects for a commercial construction company, specializing in federal government construction. Responsible for supervision and final reviews on all bid documents. Managed all aspects of project bidding.

- Entrusted with numerous facets of all joint-venture projects; provided oversight with management for federal and general contracting projects.
- Conducted detailed cost estimating and conceptual budgeting to ensure broad guidelines and accurate profit projections prior to project start.
- Researched, recruited, interviewed, vetted, and hired subcontractors.
- Worked on behalf of project owners as the on-site representation for projects and client relationship development.
- Executed multiple projects simultaneously by prioritizing aspects of program and construction management.

HANNAH BARTOLETTA HOMES -- *Lutz, Florida*

**2005 - 2008**

#### ***Project Manager and Purchasing Analyst***

Managed all aspects of construction projects for this leading builder of custom-design homes. Scope of responsibility included creation of bids, cost proposals, site preparation, safety compliance, obtainment of licenses, determination of labor requirements, negotiation of contractor fees, and oversight of specialty trade contractors. Entrusted with sourcing, purchasing, receiving, and asset tracking as well as in-depth analysis of budget costs and profit margins.

- Steered construction of 18 single-family homes valued at approximately \$1.2 million each; achieved changes to

blueprints while maintaining on-time/on-budget completion of projects.

- Successfully negotiated and secured subcontractor pricing at 10% to 15% below original bids.
- Realized over 6% in savings per contract over the course of the construction process by uncovering calculation errors and enforcing budgets and margins on homes.
- Delivered substantial cost savings by identifying errors made in quantity of items and incorrect material ordered prior to project start and delivery.
- Responsible for project superintendent and assistant superintendent.

**ROTTLUND HOMES OF FLORIDA -- *Clearwater, Florida***

**1997 - 2004**

***Sales and Marketing Manager***

Earned rapid advancement for one of the nation's leading homebuilders to manage all advertising programs across multiple channels including newspaper, television, and billboard campaigns. Led and administered implementation of training initiatives for new home sales consultants. Provided direct oversight to a staff of 16 sales associates and 4 salaried employees. Primary liaison for government relations with local zoning boards and municipal officials.

- Increased sales by 35% over six months through improvement of sales training on presentation, knowledge of construction products, blueprint reading, building customer loyalty, and closing buyer agreements.
- Spearheaded the initiation of Rottlund Advantage Mortgage Company, generating additional annual revenue of exceeding \$180,000.
- Steered the sales and closings of 21 subdivisions to realize an increase in the gross profit margin from 25.19% to 29.49% with a rise in pretax net profit margin from 6.91% to 13.53%.
- Established and managed a joint-venture title company, First Rottlund Title Company, and achieved an additional excess profit of over \$125,000.

**ADDITIONAL WORK HISTORY**

Rottlund Homes of Florida; Construction Supervisor; Clearwater, Florida	1998 - 2002
Rottlund Homes of Florida; Builder Representative; Clearwater, Florida	1997 - 1998
M/I Homes, Florida Division; Builder Representative; Oldsmar, Florida	1996 - 1997
Westfield Development Corporation; Builder Representative; Oldsmar, Florida	1994 - 1996
U.S. Homes Sales Corporation; Builder Representative; Clearwater, Florida	1992 - 1994
First in Real Estate, Priced Right Properties; Broker/Co-Owner; Safety Harbor, Florida	1991 - 1992
First in Real Estate; Broker/Salesperson; Palm Harbor, Florida	1986 - 1991

**TECHNICAL SKILLS**

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|-------------------------------------|---|------------------------------|
| ♦ Microsoft Windows (97, XP, Vista) | ♦ Microsoft Outlook                       | ♦ Microsoft Access (97-2007) |
| ♦ Microsoft Word (97-2007)          | ♦ Microsoft Internet Explorer             | ♦ DOS Applications           |
| ♦ Microsoft Excel (97-2007)         | ♦ F.A.S.T. Building Construction Software |                              |

**EDUCATION, LICENSES, AND PROFESSIONAL AFFILIATIONS**

KIRKWOOD COLLEGE	<i>Cedar Rapids, Iowa</i>
BERT RODGERS SCHOOL OF REAL ESTATE	<i>Clearwater, Florida</i>

- Broker License – Florida BK 478670, licensed since 1988.

CAM TECH SCHOOL OF CONSTRUCTION	<i>Tampa, Florida</i>
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- Building Contractor License – Florida CBC 1251486, licensed since 2003.

Volunteer, Real Estate Lives, Mining Committee Member	2009 - Present
Builder Director, Tampa Bay Builders Association	2003 - 2006
Alternate Director, National Association of Homebuilders	2003 - 2006