

CHAD D. COLLINS

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Business Development, Operations, & Relationship Management

Senior Business Manager with 18+ years of experience driving revenue and profit growth in competitive, volatile markets. cost control, operations management, and relations. Won numerous top industry awards for relationship management and marketing excellence. Innovative, collaborative, solutions-focused leader with excellent analytical, communication, negotiation, presentation, and team-building skills. Expertise includes:

- Strategic Planning & Business Development
- B2B & B2C Marketing / Advertising
- Financial Planning & Reporting
- Recruitment & Team Development
- P&L Management
- Business Process Optimization
- Contracts & Bidding
- Project Management

Frequent contributor to industry publications. Active in local, state, and national industry, business, and community organizations. **Graduate of Central Carolina Community College, 1992.**

PROFESSIONAL EXPERIENCE

COLLINS DESIGN-BUILD, INC., Durham, NC

2008–Present

President

Oversee sales, marketing, advertising, project management, financing, and all daily operations. Hire, supervise, and schedule 100+ subcontractors engaged in projects for major national and regional builders. Negotiate contracts ranging from \$300K to more than \$600K. Develop relationships with and take leadership roles in community, business, and industry organizations to identify and capture new business opportunities.

- **Achieved NIBT of 40% of sales** through innovative marketing strategies, customer-driven relationship management, and stringent cost control.
- **Designed two-time award-winning direct marketing brochure.**
- Developed and maintain visible record of success against target for each project, marketing / ad campaign, and other business development activities, which includes concept, ad copy, design, execution, target market, and financial results.
- Created processes and cultivated relationships that result in competitive, lowest cost supplier contracts.

COLLINS & FISLER, LLC, Durham, NC

2001–Present

Managing Partner

Manage all operations, including land acquisition, sales, marketing, estimating, contract negotiations, product development, accounting, payroll, permitting, scheduling, purchasing, and customer, supplier, and subcontractor relationships. Collaborate with architect in product design and development. **Portfolio valued in excess of \$4,000,000.** Write a monthly column for *North Carolina Builder*, the official magazine of the North Carolina Home Builders Association (NCHBA).

- **Achieved 100+% revenue growth** as partner, with **virtually no overhead, 38% of homes under contract before the drywall stage, and 62% by finishing stage.**
- **Won 2007 and 2008 MAME (Major Achievements in Marketing Excellence) Building Company of the Year** from the Triangle Sales and Marketing Council and the **2007 Builder Director of the Year** from the Home Builders Association of Durham, Orange, and Chatham Counties (HBADOC).
- **Enhanced market visibility** and strengthened relationships through leadership in community, business, and industry organizations. Voted **Recruiter of the Year for 2005, 2006, and 2007** by the HBADOC and won **Exceptional Recruiting Achievement Award** from the National Association of Home Builders.
- **Created new business** by entering 7 homes into the Durham, Orange, and Chatham Counties' Parade of Homes in 2008, the most of any builder. Won Bronze Award in \$514K–\$550K.
- **Won Best Single Family Detached Home Award** from NCHBA.

DREES HOMES, Raleigh/Durham, NC 1999–2001

Builder

Recruited to establish market presence in the Triangle area. Managed all operations, including product development, construction, subcontractor relations, land and site development, process control, and estimating. Supervised 4 direct reports.

- **Closed just under \$6,000,000 in custom homes** from 2000 to 2001 and earned **Builder of the Year**.

TORREY HOMES [now D.R. Horton, Inc.], Raleigh/Durham, NC 1996–1999

Estimator / Purchaser

Area Manager

Project Manager

Joined this fast-growing company as it expanded to the Triangle market. Advanced rapidly based on achievements in improving ROI, decreasing turnover, and reducing cost-of-goods sold. Managed single-family developments, scheduling all work from site development to final walk-through and warranty completion. Conducted daily on-site production reviews to ensure quality work and timely project completion.

Established subcontractor scope of work, hired and supervised staff and subcontractors, negotiated contracts, purchased materials, developed vendor relationships, and managed estimating. Coordinated permitting with 5 municipalities.

- Trained, coached, and led team that **increased average unit growth margin by 25.4%**.
- Developed scheduling and organizational processes that **achieved a 39% ROI, slashed project completion time by 25%, and reduced cost-of-goods sold by 2% annually**.

CIMARRON HOMES, Raleigh, NC 1993–1996

Assistant Superintendent

Assisted in managing single- and multi-family home projects.

ASSOCIATIONS & AFFILIATIONS

Served on Boards of Directors and chaired or co-chaired numerous committees for the following:

Home Builders Association of Durham, Orange, and Chatham Counties

- **Formulated membership acquisition and retention strategies that increased membership by 27% over 4-year period.**

North Carolina Home Builders Association

- **Grew membership to become the largest chapter in the nation.**

National Association of Home Builders

Hillsborough Chamber of Commerce

- **Recruited more new members in a single month in the Chamber's history** as a member of the Ambassador Club.

Triangle Sales and Marketing Council

Triangle Community Coalition