

ALBIN R. TARRY

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PROFESSIONAL EXPERIENCE

ARTarry Builders, LLC **Owner** **May 12 – Current**

- * Owner of homebuilding and remodeling company opened in 2012. Generated \$1,000,000 in revenue (remodeling only) within 2 years of start-up.
- * Complete financial responsibility for company. Set targets for total revenue, COGS, operating expenses, gross and net profits.
- * Responsible for all sales and marketing for the company. Solicit new business; establish contacts; maintain relationships. Develop relationships with designers, architects, and other contractors to promote referral business.

SouthEnd Exteriors **Vice President – Operations** **May 11 – April 12**

- * Oversaw company operations for siding and exterior specialties contractor. Directed, managed, assisted, & supported employees in specific areas of operation, including; construction supervision, job scheduling, quality walks, safety, service, warranty, customer service/builder relationships.

Shea Homes – Carolinas (Raleigh) **Operations/Division Manager** **Jan 10 – April 11**

- * Responsible for operations of Raleigh, NC division. Oversaw construction and warranty of all homes. Accountable for on time delivery, direct construction costs, and customer satisfaction. Met with developers and landowners to review land/lot opportunities and present recommendations to company ownership. Worked with sales representation to assist in increasing traffic and sales capture. Re-started division following downsizing.

Shea Homes – Carolinas **Operations Manager** **April 01 – Jan 10**

- * Directed all construction, warranty, purchasing, estimating, AutoCAD, and design studio operations for Charlotte, NC Division (Raleigh added in 2007). Managed manning, budgets, direct and indirect construction costs for operating division closing 238 units in 2008, with revenues exceeding \$75,000,000.
- * Set, monitored and evaluated departmental goals in keeping with the direction of company ownership. Led company initiatives to analyze and reduce building cycle times, increase profits, raise product quality, increase customer satisfaction, and reduce warranty expenditures.
- * Oversaw staffing and employee development for 6 departments. Regularly reviewed and assessed employee performance with management group and owners to address performance levels and insure high quality work and work habits.
- * Worked with management team and owners to motivate and energize employees in the workplace. Developed in-house training programs designed to teach the technical aspects of construction (both entry-level classes and more advanced workshops) and also a course designed to review customer service expectations and enhance customer service skills.

