

JASON "JAY" MAYS

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SENIOR CONSTRUCTION MANAGER

Construction Leadership: 20+ years of global experience in driving all aspects of the construction lifecycle, from sourcing new clients and markets, contract negotiation, project planning, design and build for commercial, industrial, and government clients. Skilled in creating a competitive advantage by identifying business differentiators in new market and negotiating/closing sales.

Business Leader: Demonstrated talent in establishing and growing organizations, driving revenue growth of \$300M+. Innovative leader with natural ability to analyze business needs and create high-impact solutions. Talented in building and managing staff, driving team empowerment and creating harmony across business units.

Project Management: Delivered projects utilizing Design/Build, General Construction, Program Management, and At Risk methodologies. Experienced in hands-on project management and deep-dives into project performance and recovery analysis.

Sustainability / Green Expert: Deep knowledge of sustainable solutions.

Design and build of the following projects:

Industrial: East Coast Olive Oil, process removal and relocation (\$18M), Medical Sterilization Facility (\$20M), Ventura Foods (\$3M), Blue Diamond Processing Plant (\$14M), RAB food process and bakery relocation (\$16), MTD Semi-Automated Distribution Center (\$20M), Associated Grocers Dry and Cold Storage (\$15M), Sarah Lee (\$5M)

Education: Kennesaw State Academic Building and Performing Arts (\$30M), DeKalb Technical College (\$24M), Georgia Southern (\$40M)

Government: Parking Decks (\$25M), Cherokee County Admin and Conference Center (\$24M), Paulding County Courthouse and Administration (\$62M) Kankakee Detention Center (\$15M), Pickens County Jail (\$8M)

Selected Projects

- Fresh & Easy:** Provided construction leadership for design and build of \$130M Tesco food processing, cold storage and distribution facility.
- Health Key:** Managed the Renal Products Spinning and Winding Facility for Kidney Dialysis, a \$50M project.
- Guam K-12:** Provided Program Management for the construction of four schools in South Pacific, a \$70M project.
- Atlanta K-12:** Selected for renovation and addition of middle school and high school, a \$60M project; Renovated and built addition for two Fulton County schools, a \$30M project.
- Detention Center:** Directed build for the Bibb County Detention Center, a \$40M project.

Professional Experience

GEORGIA STATE UNIVERSITY (Atlanta, GA) Nov. 2015 – Present
RESEARCH & DEVELOPMENT CENTER FOR GREEN BUILDING

A new research center creating practical and sustainable solutions for world-wide green building, supply chain, and technology transformation.

CAO/FOUNDER

Founded research center to connect students and businesses in learning opportunities in green building environment. Assist the Cobb County Schools in certification of first Leadership in Energy and Environmental Design (LEED).

Key Achievements:

- **Atlanta Better Buildings Challenge.** Charged with managing Technical/Benchmarking, Buyer's Guide and Procurement Facilitation committees to drive a 20% savings in water and energy consumption by 2020. Project includes working with Atlanta Mayor's Office, Central Atlanta Progress Department of Energy and Clinton Global initiatives in developing baseline, financial and education programs.

Value to your Organization

Design Build/Projects
Client Relationship Management
General Contractor Projects
Risk Mitigation
P&L Management
Sourcing Strategies & Solutions
Budget Management
Strategic Management/Direction
Sales / Negotiation Skills
Presentations

PROJECT X CONSTRUCTION, INC. (Atlanta, GA)2008 – 2015
A startup general construction company in the retail banking, restaurant and tenant improvement market with 25 staff members.

PRESIDENT / OWNER

Founded and grew company from start-up, providing sales, preconstruction, estimation and over-flow project management. Achieved and maintained general contracting licenses in TN, GA, NC, VA and SC.

Key Achievements:

- Created a consistent execution platform through the implementation of company intranet, providing templates for 18 project stages and details of project processes, responsibilities and accountabilities.
- Established and managed the Atlanta Office, driving company growth from \$10M to \$35M per year by developing strategic clients such as Chick-Fil-A, JP Morgan Chase and Kroger.

FACILITY GROUP (Atlanta, GA)2004 – 2008
A \$450M global full-service planning, design and program management firm in industrial and public markets with 400 staff members.

EXECUTIVE VICE PRESIDENT / CHIEF OPERATING OFFICER

Managed worldwide construction operations in three US offices, Europe and South Pacific.

Key Achievements:

- Generated more than \$300M in new business by creating effective sales presentations.
- Led the strategic reorganization of the entire construction company through establishment of project engineering for market segment managers, defining internal process and performance goals.
- Developed a new safety program, providing focus on education, support and personal responsibility, resulting in achieving no lost time accidents recorded.

CENTEX CONSTRUCTION GROUP (Atlanta, GA)2001 – 2004
A large \$2B year commercial construction division of Centex Homes, a publically traded residential developer.

VICE PRESIDENT, EDUCATION UNIT

Created a new geographic division in Georgia, providing a focus on qualification-based selections in K-12, higher, and technical education markets. Managed business unit sales of \$200M with the Technical College System of Georgia, Fulton County Schools, DeKalb County Schools, Atlanta Public Schools, and Georgia State Finance and Investment Commission.

Key Achievements:

- Improved overall project performance by creating new operations procedures.

Education

BACHELOR OF SCIENCE, INDUSTRIAL CONSTRUCTION MANAGEMENT
COLORADO STATE UNIVERSITY, FORT COLLINS, CO

Community Involvement

International knowledge and research center for green building, Southern Polytechnic State University, 2010-present

Former:

Cobb county heart ball, American heart association, chairman 2015
Marietta Redevelopment Coordinator, Director