

Timothy Smith

108 Holmstrom St
Hutto, Tx 78634
(512) 757-3940
tas57recovery@gmail.com

SKILLS & EXPERIENCE:

Field Sales and Construction:

Top Producer in every position I have held.
Exceeded Sales/Construction quotas in every quarter in the field.
Led Sales and Construction Teams in multiple locations in Texas and several other states

Land Development:

Have handled all aspects of land development projects from Leading Community Design, Engineering, Contracting and Construction/Project Management
Interfaced with multiple cities to meet development requirements and obtain permits for construction.

Operations:

Involved with Multiple Start-up companies or Divisions.
Developed Marketing plans for multiple locations, price points and buyer profiles.
Established Lenders, Architects, Vendors, Title Companies and Trades relationships
Built marketing teams and developed training programs to help them succeed.
Established processes for effective operation from sale to closing.
Established processes for construction management and best practices.
Began small businesses in multiple fields including Paint contracting, Roofing and Fisheries management

EDUCATION:

Texas A&M University
Victoria University
Christ for the Nations

Wildlife Fisheries Science
Solicitor Law Program
Associates in Practical Theology

EXPERIENCE:

Real Estate,

2020 – present

Residential and Commercial Real Estate Agent

Marketing, residential Listing and Sales and Land Acquisition for a Luxury Apartment/ High Rise Loft Builder

Mirabilis Homes,

2014 – Present

Builder/ Project Manager

Created a General Contracting company to build on the lots of buyers in the Central Texas area, primarily focusing on the area North of Austin

Involved the development of a trade base that would extend beyond the typical Austin market which was very accelerated, limiting the need and desire of trades to extend beyond 20 miles of home.

Designed a specifications package that allowed a base amount on any of the typical homeowner selections, so that owners could negotiate with the different vendors, feeling that they helped build their home. This was an option we gave the client so they could use a "dream book" to memorialize their home of a lifetime.

Saratoga Homes,

2018 - 2019

Community Sales Manager

Performed the job of Marketing manager which involved the sale of new homes and homes to be built.

Functioned in multiple communities and cities.

Capital Title of Texas: Austin, Texas

2013 – 2014

Builder Sales Representative

Recruited to help develop Captured Title Business with production builders who did not have it within their organizations..

C Judson Homes: Texas

2002 to 2013

Builder/Managing Member

Operated move up and Luxury Home Building Company in the greater Austin and San Antonio, Texas markets. These were scattered lot building sites often on acreage with difficult building challenges such as unstable rock soils, slope and drainage.

Homes ranged from \$750,000 to over \$2,000,000 in price and all were pre-sold.

This required me to know the land opportunities over a very large area, and with the responsibility of negotiating the land for the buyers to include proper pricing for the market and the difficulties in the development of the site.

Established a workforce that worked over all of Central Texas, on scattered lot building utilizing technology via the internet that effectively allowed us to build while dealing with such a diverse trade and vendor base.

Used BuildPro Software to efficiently manage projects over such a large geographic area.

As a Consulting Builder I helped a client address operational issues regarding infill townhouse products in Houston included operations, land acquisition and development, marketing, construction Management and purchasing.

Established a Roofing company to meet the needs of the building and retail sales.

Choice Homes: San Antonio, Texas

2001 to 2002

Community Manager (Division President)

As the Community Manager, I managed a startup Division in San Antonio for this Private builder.

Sold and built 119 units in the first 12 months of operations.

Became the first division in company history outside of Dallas Fort Worth to close the first year with a profit, the only time this was accomplished in an expansion for Choice Homes outside of the DFW Metro area.

Ambassador Homes: Columbus, Ohio

1999 to 2000

Divisional Sales Manager

Sales Manager: Hired to help develop a program of sales of move-up homes through On-and Off site sales centers in the Central Ohio Market
Exceeded market projections year over year for two years running.

Centex Homes: Dallas, Texas 1998 – 1999

Project Manager

Project Manager: Special Projects Manager: Division was an entry level and first time move up division.

Began as a traditional project manager over four subdivisions, with P&L responsibility for 150 units of production. Had supervision of both sales and construction personnel.

Due to divisional restructuring, which began within a month of my hiring. I moved into a position as a Special Projects Manager and was responsible for re-engineering the selections and starting process.

Reduced starts from 68 days from acceptance, without all selections being made, to 21 days from acceptance with all selections made at time of start. The process required me to develop a system to deal with 13 different municipality permitting districts which each had their own rules.

Developed a method to allow all Municipalities to Master Approve the basic plan, so that they only had to be certain we had the proper engineering for the site, walls and foundation,

Placed on the value engineering/architecture committee for Centex entry-level product where we effectively cut 15% of the hard cost of building out of the entire line of product gaining a significant market advantage.

Santa Fe Homes: 1989 – 1997

Builder/ President

Started and operated an entry level building company in the Fort Worth, Texas market. Achieved sales volume of \$17,000,000 annually. Had responsibility for all phases of operation including land purchasing and development, architectural design, marketing, production, purchasing, etc.

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Monarch Homes: 1984 – 1989

Divisional Sales Manager

Sales Manager: Joined Monarch Homes in 1986 as a sales representative.

Was the Top Producing Sales Rep in the Country, closing 115 Units in 12 Months, achieving highest sales volume and dollar volume in the entire company in 1987.

I was promoted into a Sales Management position in the Orlando Florida market in 1987. And charged with the task of turning around the failing Division there.

Responsibilities included hiring and development of sales personnel, market research, and product development.

Led team involved with acquisition and development of an entry-level product line in the Orlando division.

Led development of an active-adult community including design, marketing and sales efforts in Florida.

Was responsible for the development of a subdivision in Kissimmee, Florida where with our designs and our marketing campaign we sold out all 398 units in 15 months

Gemcraft Homes: 1984 – 1984

Onsite Sales

Sales Representative: Entered the Housing industry in 1986 as a sales representative. I enjoyed success in several communities in the Dallas - Fort Worth market.